



### Agent Bonus Program for New Group Products

We believe in you and the value you provide to our members. We also believe in our new group products: Regence BluePoint; Regence HSA Healthplan 3.0<sup>SM</sup>; and Regence Employee Choice<sup>SM</sup>. By including the power of our new network, Preferred FocalPoint<sup>SM</sup> with these products, the time to move to Regence has never been better.

We believe so strongly in our new products and network that we're prepared to put some money on it. For an exclusive time, we're offering you an opportunity to earn a bonus for all new-group business sold on new products between Oct. 3, 2011, and December 16, 2011, for January 1, 2012, effective dates.

### Here's how it works

We'll track new groups sold on our new products and network between Oct, 3, 2011, and Dec. 16, 2011, and give you a bonus by Dec. 31, 2011!

- **2 to 9 employees**
  - \$250 on the first and second cases
  - 3rd case pays \$500/increased payment retroactive to the first case
- **10 to 50 employees**
  - \$500 on the first and second cases
  - 3rd case pays \$1,000/increased payment retroactive to the first case
- **51 to 200 employees**
  - \$1,000 on the first and second cases
  - 3rd case pays \$2,000/ increased payment retroactive to the first case

### What's eligible

New groups to Regence with Jan. 1, 2012 effective dates. Confirmation of group sold by Dec. 16, 2011. Eligible group products: Regence BluePoint; Regence Employee Choice; Regence HSA Healthplan 3.0; and Regence Preferred FocalPoint network.

### Other bonus program rules

Bonus program is in effect for groups submitted and sold Oct. 3, 2011, through Dec. 16, 2011, for Jan 1, 2012, effective dates.

Regence reserves the right to terminate or modify this program at any time and without further notice. In order to qualify for a payment described in this flyer you must be an appointed producer with Regence and comply with all of the terms, conditions and limitations contained in (i) the Producer Agreement for Individual and Group Products applicable to your appointment, and (ii) Regence reserves the right to interpret the terms and conditions of this bonus program.

Payout will be reported on Schedule A (Form 5500) to all applicable groups. A producer may opt out of the program at any time by providing written notice to Regence. This bonus program does not apply to other arrangements that have custom components. Please consult with your Regence Sales Executive for more details.

Rules are subject to change.

Questions? Please contact your [Regence Sales Executive](#).

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