

# ANNOUNCING THE 2016 BROKER INCENTIVE PROGRAM



Incentive opportunities for brokers who work with TPAs

## Earn more with the Cigna Payer Solutions 2016 Broker Incentive Program.

The Cigna Payer Solutions 2016 Broker Incentive Program helps you earn an incentive payment for new business and new products bundled with existing business sold with effective dates of January 1 through December 31, 2016 – and an opportunity to earn additional bonus dollars.

**Eligible Cigna products:** Medical network, pharmacy benefit management, stop loss and dental sold with effective dates of January 1 through December 31, 2016.

### The more you sell, the more you earn:

▶ <b>Gold</b>	Sell 10,000+ employees*	<b>Individual product incentives plus a \$10,000 bonus</b>
▶ <b>Silver</b>	Sell 5,000 – 9,999 employees*	<b>Earn Individual product incentives plus a \$5,000 bonus</b>
▶ <b>Bronze</b>	Sell 500 – 4,999 employees*	<b>Individual product incentives</b>

### Individual product incentives:

Individual product incentives apply to new products sold to new or existing groups.

<b>\$3</b> per employee	Network
<b>\$3</b> per employee	Stop Loss
<b>\$5</b> per employee	Pharmacy
<b>\$7</b> per employee	Network and Stop Loss
<b>\$9</b> per employee	Network and Pharmacy
<b>\$11</b> per employee	Network, Pharmacy, and Stop Loss
Add Dental, earn an additional \$0.30 per employee	

**\*NOTE:** Final employee total is based on the combined total network and pharmacy employees sold. For example, a new group with 500 employees that purchases Cigna network and pharmacy counts as 1,000 employees toward your gold, silver, or bronze bonus level.

### How the incentive program works.

- Program is only available through select TPAs contracted with Cigna Payer Solutions.
- Brokers will be eligible for the Cigna Payer Solutions Incentive Program if they sell a minimum of 500 new employees through Cigna Payer Solutions.
- \$40,000 maximum per case.
- Incentive applies to new sales with January 1 through December 31, 2016 effective dates sold through Cigna Payer Solutions.
- One-time incentives will be paid by Cigna on or about **April 30, 2017** (based on number of employees as of **January 31, 2017**).
- Program applies to self-funded and stop loss business only.
- Program is separate from producer programs available through business placed directly with Cigna.
- The client must remain with Cigna for full plan year.
- Broker must be licensed, appointed, and contracted with Cigna to be eligible for this incentive program.
- A separate Cigna Producer Certification of Compensation Disclosure agreement will be required.
- Incentive will be paid for all qualifying sales but Cigna reserves the right to modify or discontinue the program or any component thereof at any time.
- Incentive will not impact product pricing.
- Medical Network and Pharmacy employees are counted toward the tier status.
- Cigna Payer Solutions Incentive Program consists of three tiers: “Gold” applies to brokers who sell more than 10,000 new employees through Cigna Payer Solutions; “Silver” applies to brokers who sell between 5,000 and 9,999 new employees through Cigna Payer Solutions; and “Bronze” applies to brokers who sell between 500 and 4,999 new employees through Cigna Payer Solutions.
- \$5,000 flat bonus payment will be available to brokers who sell between 5,000-9,999 new employees.
- \$10,000 flat bonus payment will be available to brokers who sell more than 10,000 new employees.

### Call your Cigna-contracted TPA.

For more information about the incentive program, talk to your Cigna-contracted TPA!

# MAKE THE MOST OF SALES IN 2016 Cigna Payer Solutions BROKER INCENTIVE PROGRAM



### Offered by: Cigna Health and Life Insurance Company

This flyer provides the highlights of the Cigna Payer Solutions 2016 Broker Incentive Program. It is not a contract. Complete and prevailing terms are set forth in the Cigna Producer Certification of Compensation Disclosure Agreement.

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