

## Broker Bonus Plan

The Broker Bonus Plan was developed to reward Advisors/Brokerages based on the number of new Saskatchewan Blue Cross Personal Health Plans sold during the year. To qualify, a minimum of 12 new Personal Health Plans must be sold in one calendar year.

### Personal Health Plans include:

- Blue Choice® Plans
- Conversion Plans
- Guaranteed Acceptance Plans
- Retiree Plans

### Bonus Levels

NUMBER OF POLICIES SOLD	BONUS CALCULATION
12 to 14	15% of Personal Health Plans Commission (New Sales) + 12% Personal Health Plans Retention Commission (Renewals)
15 to 19	20% of Personal Health Plans Commission (New Sales) + 12% Personal Health Plans Retention Commission (Renewals)
20 or more	25% of Personal Health Plans Commission (New Sales) + 12% Personal Health Plans Retention Commission (Renewals)

### How to calculate your bonus

The following new Personal Health Plans were sold by your Brokerage in the current calendar year:

9 new Blue Choice® premium	\$11,221.80
6 new Conversion premium	\$14,676.60
15 new policies sold	\$25,898.40
<b>Commissions from New Sales @ 20%</b>	<b>\$5,179.68</b>

Personal Health Plans renewed in the current calendar year:

Total renewal premium:	\$121,294.20
<b>Commissions from Retention @ 5%</b>	<b>\$6,064.71</b>

Bonus calculation:

New Sales Bonus \$5,179.68 x 20%	\$1,035.94
Retention Bonus \$6,064.71 x 12%	\$727.77
<b>Total Bonus</b>	<b>\$1,763.71</b>

### Things to know

In order to qualify, the new Personal Health Plans must be sold between January 1 and December 31. All bonuses are paid in the first quarter of the following year, based on commissions paid on policies received in our office by December 31.

Effective January 1, 2025. Updated December 2024. This supersedes all previous Saskatchewan Blue Cross Broker Bonus Plans.

**Importance of Disclosure:** To ensure our valued shared clients have complete and accurate information about the benefit plans they purchase from us, please ensure that your clients receive full and meaningful disclosure of commissions and compensation you receive from us related to the products and services they buy, and of the insurer and advisor relationship.