



California Broker Compensation - 2023

- We made big changes to our CA Individual and Family broker compensation program starting January 1, 2022 and will continue these in 2023.

- Highlights include:

- Tiered payment structure for new sales and renewals:

| New Members | Compensation Rate |
|-------------|---------------------------|
| 1-250 | \$13 Per Member Per Month |
| 251-750 | \$16 Per Member Per Month |
| 751+ | \$19 Per Member Per Month |

| Renewing Members | Compensation Rate |
|------------------|---------------------------|
| 1-250 | \$9 Per Member Per Month |
| 251+ | \$11 Per Member Per Month |

- Paying compensation monthly (vs. annually)

- Opportunity to earn an additional one-time yearly retention bonus:

- If you have 50 or more renewed members in January 2023 and retained 70% of your total KPIF book of business by December 2023, you will receive a one-time retention bonus of \$40 per member which will be paid in January of 2024.

- Review the 2023 California Commissions and Rewards program (coming soon on account.kp.org) for full details

- If you haven't sold KP in a while, contact us to make sure your license and KP appointment are current:

- KP's Broker Compensation team at 1-844-394-3978, option 2
 - Email BCS_CA_DocAdministration@kp.org