

# Health Net's Kick-Start Incentive for First-Time Small Group Sales

*Are you a contracted Health Net broker who wants to expand your book of business into small group (2 to 100 eligible employees)? We can help you kick start your Small Group Sales while you grow with Health Net!*

Sell your **first and second Health Net small group cases** with effective dates 1/1/2021–12/31/2021, and earn the following incentives:<sup>1</sup>

- First-time small group Health Net case sold earns a one-time incentive of **\$1,000**
- Second new small group case earns an additional one-time incentive of **\$2,000**

These incentives are payable in addition to our new 2021 SBG Incentive – 1% increase in commission for all new SBG groups sold with effective dates of 1/1/2021–12/31/2021. It is Payable for the first 12 months of a new eligible Health Net Small Business Group Contract.



## Need help selling Health Net small group?

Join us in an upcoming **Health Net 101 webinar**, hosted by our expert Account Executives. You'll learn our sales process, plans/networks, how selling small group benefits your business – and more!

Contact your dedicated Health Net Account Executive **today** to get your earning started with our Kick-Start incentive for first-time Small Group Sales.

### <sup>1</sup>Important details

The Kick Start incentive for first time Small Group Sales is limited to the first two small group cases by brokers who have not placed small group new business with Health Net.

For further important details and program guidelines, please [click here](#).

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