

# More ways to earn.

Program  
extended  
through  
July 2012

## Regence Jump Start offers incentives for new-group sales

Regence Jump Start rewards appointed producers for bringing in new group business\* with effective dates of December 2011 through July 2012.

New Group Effective Date(s)	Group Size (enrolled subscribers)	Amount (per enrolled subscriber)	Qualification Details
Dec. 1, 2011	100+	\$50	The first 5 complete and signed GMAs that we receive for new groups with 100+ subscribers (maximum of \$25,000 per new group)
Jan. 1 thru Jul. 31, 2012	5 to 50	\$30	Any new sale on a Regence Employee Choice <sup>SM</sup> plan
	51+	\$30	Any new sale on a group medical plan (maximum of \$15,000 per new group)

\*Association business is excluded.

All appointed producers are eligible to participate in this program. Regence Jump Start is in addition to the existing Regence Recognize program.

We sincerely appreciate the value you bring to your customers and recognize how hard you work to represent us. We look forward to re-energizing our collaboration now and into the future.

If you have any questions, please talk to your Regence Sales contact.

## Regence Jump Start Terms and Conditions

The following terms and conditions (the “Terms”) constitute the terms, conditions, restrictions, eligibility and other requirements governing Producer participation in Regence Jump Start (the “Program”). Capitalized terms that are not defined herein have the meanings given to them in the Producer Agreement for Individual & Group Products between Producer and Regence (the “Agreement”).

### 1. Definitions.

“**New Group**” means an employer group or other organization that meets the following requirements: (i) it is qualified to be issued a group medical health plan policy by Regence under the applicable state laws; (ii) it has not been covered by a group medical health plan policy issued by Regence within the previous 12 months; (iii) it has purchased a Qualifying Plan through the Producer during the Program period; and (iv) it is not a new group enrolled under a Regence association plan.

“**New Subscriber**” means an enrolled employee at the time of the New Group’s effective date who (i) is eligible for benefits under the terms of the Qualifying Plan, (ii) completes any required enrollment form, and (iii) who becomes enrolled under the Qualifying Plan. New Subscriber does not include any spouses or eligible dependents of the New Subscriber who may qualify for coverage because of their relationship with the New Subscriber.

“**Qualifying Producer**” means a Producer that is appointed with Regence.

“**Qualifying Plan**” means a group medical health plan offered for sale by Regence, but excludes vision, dental, prescription coverage only, disability, any other non-group health plans, or a Regence association plan.

**General Eligibility.** The Program is open to all appointed Producers who are (i) currently contracted with Regence under an Agreement, and (ii) are in compliance with all the terms of the Agreement and these Terms. Questions pertaining to Producer eligibility will be solely determined by Regence.

**2. Program Period.** The Program, unless cancelled sooner by Regence, is effective for new group effective dates of December 1, 2011, through July 31, 2012.

**3. Payout.** Regence will pay approximately two months following the new group’s effective date for Qualifying Producers.

**4. Acceptance of Terms.** The Program is offered only to those Qualifying Producers accepting without modification these Terms.

**5. Modification.** Regence reserves the right to terminate the Program or to change these Terms at any time for any reason effective upon the date written notice is mailed to the Producer and/or posted on the Regence website at: [www.wa.regence.com/agent/commission/](http://www.wa.regence.com/agent/commission/). Producer is responsible for regularly reviewing Terms.

### 6. Compliance with Applicable Laws and

**Disclosures.** Producer is responsible for complying with all federal, state and local laws with respect to any amounts received under this Program, including but not limited to any disclosures required to be made to any groups of the amounts and sources of compensation received under the Program.

**13. Offsets.** Regence may offset from any compensation payable to Producer under this Program any amounts owed to Regence by Producer.