



As one of Delta Dental of Virginia's preferred brokers, we want to reward you for helping us grow. The concept is simple — *the larger the group, the more you earn!*

To qualify, sell a group with 25-499 subscribers, effective between October 1, 2022, and January 1, 2023, to earn more. **All payouts will be made in February, 2023.**

<b>GROUP SIZE</b> (subscribers enrolled)	<b>PAYOUT</b> (per group)
25-49	\$1,000
50-99	\$1,500
100-249	\$2,000
250-374	\$3,000
375-499	\$4,000

*Your account representative will monitor your progress for the producer bonus program.  
For information about product updates, contact your Sales Representative.*

*See next page for program guidelines and limitations.*



## Producer Bonus Program Guidelines & Limitations

### Who's eligible?

All appointed Delta Dental of Virginia producers are eligible for this program. Make sure we have your W-9 on file. The form is available on the broker forms page at [DeltaDentalVA.com](http://DeltaDentalVA.com).

### Payment

Payment for this program will be in the form of a check and payouts will be made in February 2023 (payment cannot be made without a W-9 on file).

### What sales qualify?

- Fully insured dental group contracts\* with 25 to 499 enrolled subscribers qualify for payout.
- Sales must be of new groups and have a minimum of 25 subscribers enrolled, sold with effective dates for October 2022, November 2022, December 2022 and January 2023.

### Disclosures

1. Agency rules regarding supplemental payouts or gifts received, apply.
2. Payments received from this program will affect your IRS Form 1099.
3. The agent that signs the application for the policy will receive the bonus at the end of the term.
4. Self-insured (ASO) group contracts are excluded from this program.
5. Delta Dental records determine final results which are subject to Delta Dental management review. Decisions under the program are at Delta Dental's sole discretion and are final.
6. This program is subject to modification at any time at the sole discretion of Delta Dental.

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### Supplemental Bonus Program Guidelines

#### 1. Term of Program —

The term of the program is from October 1, 2022, to January 1, 2023 (the "Term").

#### 2. Eligible Producers —

Eligible producers are subject to terms and conditions of the guidelines set forth below. Licensed and appointed producers who place new fully insured group dental contracts are eligible for this Producer Bonus Program.

#### 3. Enrollment forms/Clean

**Eligibility File** — Enrollment and eligibility files need to be received no later than the 15th day of the month prior to the effective date month, e.g., 10/1/22 effective date requires forms or file by 9/15/22.

#### 5. Payment —

To the extent applicable, supplemental bonuses paid pursuant to this program will be reported in accordance with the IRS Form 5500 instructions.

\*Excludes DeltaVision® sales.