

START OFF

2021

WITH A BANG

*Earn up to \$2,000
for each new dental client*

Implement a new pooled group dental PPO plan with an effective date of January 1, 2021 and earn a one-time bonus override. **The larger the new pooled group, the larger the bonus!**

Number of Enrolled Employees	Bonus Per Group
2-9	\$100
10-49	\$500
50-99	\$1,000
100-199	\$2,000

Plus, this bonus is on top of your regular commission and 2020 Delta Dental Producer Rewards program!

When you recommend Delta Dental of Arizona, you can rest assured knowing your clients will have a positive experience with a dental plan that exceeds their employees' expectations. Contact your sales executive today for a quote or email sales@deltadentalaz.com!

Remember, this bonus is only valid for groups with a January 1, 2021 effective date!

1/1/21 Group Sales Bonus Rules

- This 1/1/21 Sales Bonus Program does not constitute a contract
- The 1/1/21 Sales Bonus Program applies to new business sold with the effective date of January 1, 2021
- Eligibility is limited to dental PPO groups that are new to DDAZ (i.e., not enrolled between October 1, 2020 to December 31, 2020) and have 2-199 enrolled employee subscribers
- All participating agents must be licensed and appointed with DDAZ and have in-force AOR agreement
- All new business must be submitted using one agent or Tax Identification Number
- DDAZ records will determine final 1/1/21 Sales Bonus results
- All 1/1/21 Sales Bonuses will be considered income and fully taxable and subject to applicable withholdings
- The 1/1/21 Sales Bonus Program is offered at the sole discretion of DDAZ and can be terminated or modified at any time without notice
- Any payments made under the 1/1/21 Sales Bonus Program are not charged to the customer's experience or pool
- Application of programs and determinations of eligibility and payment amounts, if any, will be made by DDAZ at our sole discretion, with decisions made by DDAZ as final
- 1/1/21 Sales Bonus payments will be included with the regular broker commission statement, which is 60-90 days after each group's effective date
- Participation in the 1/1/21 Sales Bonus Program constitutes your agreement to the above 1/1/21 Sales Bonus Rules
- SHOP plans not applicable



FOR PRODUCER USE ONLY