



Limited-Time Bonus: Q1 Sales Incentive for Brokers

How It Works

1. Recommend our dental benefits plans to your clients.
2. Implement a new pooled group dental PPO plan (2-199 enrolled employees) with an effective date of January 1 - March 1, 2021.
3. Earn a one-time \$20 bonus override per enrolled employee subscriber. This bonus is on top of your regular bonus and any other applicable sales incentive program.

The Delta Dental Difference®

When you recommend Delta Dental of Arizona, you can rest assured knowing your clients will have a positive experience with a benefits plan that exceeds their employees' expectations.

Your clients will love our:

- State-of-the-art systems and technologies
- Best-in-class network discounts
- Fast, accurate claims processing
- Superior value
- Exceptional customer service

Questions? Contact the sales team.

Toll-free: 888.651.3080

Email: sales@deltadentalaz.com

You'll love our:

Competitive
compensation

Hassle-free
case installation

Locally-based
sales and support

Benefits and oral
health resources

Q1 Sales Bonus Rules

- This Q1 Sales Bonus Program does not constitute a contract
- The Q1 Sales Bonus Program applies to new business sold with effective dates between January 1 and March 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 Q1 Sales Bonus results
- All Q1 Sales Bonuses will be considered income and fully taxable and subject to applicable withholdings
- The Q1 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 Q1 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
- Q1 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 Q1 Sales Bonus Program constitutes your agreement to the above Q1 Sales Bonus Rules
- SHOP plans not applicable

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