



## Limited-Time Bonus: Q4 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 (2-49 enrolled employees) with an effective date of October 1 - December 31, 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](mailto:sales@deltadentalaz.com)

### You'll love our:

Competitive  
compensation

Hassle-free  
case installation

Locally-based  
sales and support

Benefits and oral  
health resources

## Q4 Sales Bonus Rules

- This Q4 Sales Bonus Program does not constitute a contract
- The Q4 Sales Bonus Program applies to new business sold with effective dates between October 1 and December 31, 2021
- Eligibility is limited to dental PPO groups that are new to DDAZ (i.e., not enrolled between July 1 and September 30, 2021) and have 2-49 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 Q4 Sales Bonus results
- All Q4 Sales Bonuses will be considered income and fully taxable and subject to applicable withholdings
- The Q4 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 Q4 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
- Q4 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 Q4 Sales Bonus Program constitutes your agreement to the above Q4 Sales Bonus Rules
- SHOP plans not applicable

### FOR PRODUCER USE ONLY