



Earn more with new individual plans

as low as \$76 a month!

# Sell more, earn more with IBC Broker Bonus

No minimums. No maximums.

## Increase your commission checks

Between July and October, you can receive the same great standard commission on each individual or family contract you sell, plus you have the opportunity to earn bonus dollars for each sale. And with the new low-cost plans available, it's easier than ever to sell our medically underwritten Individual HMO plan from Keystone Health Plan East.

Plus, you can earn more by submitting online applications! Use ROAM to send your customer a link to the application.

Online Applications	Paper Applications
\$100	\$50

## Here's how the IBC Broker Bonus works:

- Bonus applies to sales of individual Keystone Health Plan East HMO contracts (includes any of the six copay and deductible options).
- Bonus applies to contracts with July 1 through October 1, 2008, effective dates.
- All contracts must remain on the books for 60 days.
- Contracts must be received through primary agents only.
- Accurate broker information must be included with the application for commission and bonus to be paid.
- Bonus will be paid separately from other commission payments. Processing begins after December 1, and checks will be mailed by December 31, 2008.

## A price your customers can't resist

Our new deductible options are priced to sell. Introduce them to your prospects and watch your commissions grow.

For more information about the Broker Bonus, call your Independence Blue Cross account executive today.