SHARP Health Plan

Earn more on new small group sales

Now through March 1, 2027 for coverage effective Oct. 1, 2026 – March 1, 2027.

Broker bonus program

We're pleased to announce a new round of $250/$250 small group broker bonuses with a welcome back bonus for small groups of any size.

With some of the lowest small group rates in the market, we're making it easy for San Diegans to get the high-quality care and service they deserve, with health insurance they can count on. You deserve the best too — and you can earn more with our broker bonus program.

Visit **sharphealthplan.com/grouprates** to check out our low rates.

Enroll new business and earn

When you enroll new small group subscribers with effective dates of Oct. 1, 2026 – March 1, 2027, you'll earn big with our tiered bonus program!

Total Number of New Subscribers Enrolled from 10/1 to 3/1	Bonus for Each New Subscriber Enrolled
10-19	$75
20-29	$100
30-39	$125
40-49	$150
50-74	$175
75+	$250

Welcome back bonus

When you re-enroll small groups of any size that have left Sharp Health Plan as of Jan. 1, 2020, you'll receive $250 per group.

Example 1

1 group with 5 new subscribers (Effective: 12/1)
1 group with 25 new subscribers (Effective: 1/1)
1 group with 45 new subscribers (Effective: 2/1)
+ 1 welcome back group (Effective 12/1, with welcome back bonus: $250)

75 new subscribers ($250x75) + $250
Total payout: $19,000

Example 2

1 group with 20 new subscribers (Effective: 1/1)
+ 1 welcome back group (Effective 1/1, with welcome back bonus: $250)

20 new subscribers ($100x20) + $250
Total payout: $2,250

Example 3

1 group with 10 new subscribers (Effective: 12/1)
1 group with 20 new subscribers (Effective: 1/1)
+ 1 welcome back group (Effective 12/1, with welcome back bonus: $250)

30 new subscribers ($125x30) + $250
Total payout: $4,000

Thank you for being such a valued partner!

Please refer to the next page for important details on this program. →

Terms & Conditions

Applicable for small groups with 1-100 new subscribers with effective dates of Oct. 1, 2026 – March 1, 2027.

- Bonuses will be determined based on the number of subscribers who have been active for at least one month during each bonus period. Additionally, the bonus amount will not be paid if a member disenrolls.
- Must be licensed and appointed with Sharp Health Plan, and have an in-force broker agreement.
- The selling broker must be in good standing with a current signed Sharp Health Plan agreement, and have a valid license.
- Broker must be the broker of record on the effective date of the group coverage, and at the time the bonus is paid.
- Payments will be made approximately 120 days after the end of the program period.
- Bonus programs are paid to the commissionable entity listed on the master group application.
- General agents are not eligible.
- Broker of record losses/gains or segment transfers are not eligible toward your bonus under this incentive program. Sharp Health Plan reports will be the only basis used for the bonus.
- Medical Incentive Program applies to Small Group HMO/POS Business Off-Exchange sales only (including Off-Exchange Package plans and Mirrored Package plans). Exchange Small Group Business — Cal Choice and Covered California Small Business (CCSB) — membership is not eligible for this bonus and will not be included to calculate a broker's eligibility for the bonus.
- The enrolled employee counts will be derived from the Small Group HMO/POS medical plan only, and will be based on the number of enrolled medical employees as of the group's effective date. Sharp Health Plan's determination of enrolled employee and member count is final.
- For dual or multiple broker arrangements, enrolled employee and member credit for payment calculations will be allocated in the same proportion as the commissions are split on the case.
- Brokers and consultants shall disclose to their clients all commissions and other payments made to them by Sharp Health Plan in compliance to all legal requirements.
- This program is offered at the sole discretion of Sharp Health Plan. Sharp Health Plan reserves the right to discontinue or modify at any time and without notice. Decisions made by Sharp Health Plan will be final.

Questions?.

You may contact our small business group account executive, Cheryl Cote, by email at **cheryl.cote@sharp.com** or by phone at 1-858-499-8235. Cheryl is available to assist you Monday through Friday, 8 a.m. to 5 p.m.