



# REACH NEW HEIGHTS

With our year-end  
bonus program!

**You could earn up to \$15,000 in bonus payments with our year-end incentive program! And, when you sell 11 or more groups, you get an all-expense paid trip for two to Chicago.**

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## **Five great reasons to sell Starmark:**

- **Access to national and regional networks** for greater provider choice and deeper discounts
  - **Paperless employee enrollment** with Express Connect®
  - **Cost-effective solutions**, such as health reimbursement arrangements (HRAs) or health savings accounts (HSAs)
  - **Wellness tools and services** through Healthy Foundations®
  - And much more!
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## **HOW TO QUALIFY**

Producers will earn a bonus for new medical and dental case sales with effective dates of October 1, 2009 through January 31, 2010. Groups sold with effective dates during this timeframe may be eligible for a new business bonus payment.

# THE MORE YOU SELL, THE MORE YOU EARN.

Get started today!

## Medical Groups Sold with 10/1/09 – 1/31/10 Effective Dates

Group Sold	Bonus paid on the group*	Cumulative Bonus Paid*
1st	\$250	\$250
2nd	\$500	\$750
3rd	\$750	\$1,500
4th	\$1,000	\$2,500
5th	\$1,000	\$3,500
6th	\$1,000	\$4,500
7th	\$1,500	\$6,000
8th	\$2,000	\$8,000
9th	\$2,000	\$10,000
10th	\$5,000	\$15,000

**11th+** All-expense paid weekend for two to Chicago – Summer 2010

## Dental Groups Sold with 10/1/09 – 1/31/10 Effective Dates

Group Sold	Bonus paid on the group*	Cumulative Bonus Paid*
1st	\$25	\$25
2nd	\$50	\$75
3rd	\$75	\$150
4th	\$100	\$250
5th	\$100	\$350
6th	\$100	\$450
7th	\$150	\$600
8th	\$200	\$800
9th	\$200	\$1,000
10th	\$500	\$1,500

\*Groups must have a minimum of 5 employee dental lives to qualify for the bonus payment.

\*Fully insured groups must have a minimum of 5 employee medical lives and self-funded groups must have a minimum of 10 employee medical lives to qualify for the bonus payment.

Bonus level is determined according to the amount of business written by the producer of record and based on the date on which the groups are issued. Bonus payments are made as indicated on the eligible group's Commission Notice, which is submitted prior to underwriting approval. The producer must be appointed with Trustmark on the date the bonus is paid. All bonuses are taxable income and will be reported on Form 1099-MISC.

### Footnotes:

- Any new medical and dental groups terminated before the bonus payment is made are disqualified from payment. We reserve the right to debit the producer's commission account for any bonus paid on groups terminated within six months of the group's effective date.
- If commissions on a group are split between two or more producers, bonus credit for that group will be split along the commissions' split percentages.
- The bonus programs described herein apply to:
  - Starmark Administered fully insured business
  - Starmark Administered Healthy Incentives business
  - Trustmark New England Series business administered by HealthPlan Services
- Windfall opportunities such as block of business rollovers may be excluded from the bonus program described herein.
- This program does not apply to business written in the state of Washington.
- Qualified Starmark and Trustmark New England Series business will be combined when calculating bonus amounts.

Starmark is a distinguished leader in small group healthcare benefits. By offering flexible health plans, unparalleled personal service, innovative, paperless employee enrollment, comprehensive health and wellness management tools, nationwide network access, and seamless HRA administration, Starmark is *the* choice to meet the diverse needs of small businesses today.



Plan availability and/or coverage may vary by state. Fully insured plans are administered by Starmark and insured by Trustmark Life Insurance Company. Self-funded plans are administered by Starmark, and stop-loss insurance is provided by Trustmark Life Insurance Company.

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