



New broker incentive rewards

We now offer more Broker Rewards points to promote our fully insured 2024 Small Group plans.

+10 points per employee

Beginning with business effective in Q4 (October 1 to December 15), when you quote a fully insured small group in eBroker and upload the current carrier renewal as an attachment, you will earn 10 points per enrolled employee.

An example of this is if you quote 10 groups with 10 employees enrolled in each group, you will earn 1,000 points!

+50 points per employee

When you sell Sentara Health Plans to a group that you quoted in eBroker, as mentioned to the left, you will get an additional 50 Broker Rewards points per enrolled employee.

An example of this is if you sell 5 out of the 10 groups (each with 10 employees enrolled) that you quoted in eBroker for the rewards points mentioned above and you will earn an additional 2,500 points!

Sign in to eBroker or visit sentarahealthplans.com/brokers/we-offer-brokers-more for more information on the Sentara Health Plans Broker Rewards Program.

Program rules

Brokers are automatically eligible to participate in the Sentara Health Plans Broker Rewards Program, subject to program terms and conditions. This is an opt-in program; please contact Broker Services at brokerrelations@sentara.com, or call **757-552-7217** (toll-free: **1-866-927-4785**) to learn how you can sign-up!

- Broker Rewards points are earned in addition to the already competitive commission plan.
- Keep earning points. There is no limit to what you can earn.
- Points will be awarded six to eight weeks after they are earned for Group sales and renewals.