



2025 Open Enrollment New Sales and Retention Bonus Program for Virginia

Cigna Healthcare Individual and Family medical plans

VIRGINIA BONUS PROGRAMS

MARKETS	TIER	MEMBERS	BONUS PER MEMBER*
• NEW SALES	1	10-24	\$50
	2	25-99	\$75
	3	100+	\$125
• RETENTION (payment is determined by multiplying \$50 by the number of renewed members)	1	0-24	\$0
	2	25+	\$50

*Bonuses represent maximum potential bonus for policies effective 1/1/2025 and 2/1/2025 and will reset for each month.



**For more information,
call Cigna HealthcareSM
Broker Support at 877.244.6215,
8:00 am–8:00 pm EST,
Monday–Friday.**

Program rules

- Bonus is based on the new sales or retained members submitted with the January 1, 2025 and February 1, 2025 effective dates.
- Retention qualification is determined by summing the total (uncapped) enrolled retained members in Virginia in the broker's book of business which meet all the following criteria:
 - Active members as of December 31, 2024
 - Members with the effective date of January 1, 2025
 - Active members with paid premiums through March 31, 2025.
- Bonus program is based on number of the new or renewed members. Member counts will be capped at six members per policy.
- 2025 policies must be in effect and paid for a minimum of three months in order to be paid the one-time bonus payment.
- Cigna Healthcare will offset any overpayment against other compensation due and payable to producer.

Cigna Healthcare pays commissions to producers licensed under state insurance laws and, if required by law, appointed with Cigna Healthcare.

Cigna Health and Life Insurance Company

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