



The Small Business Producer Rewards Program

Earn more with our updated rewards program¹

Enroll in Delta Dental’s Small Business Producer Rewards Program at **ddsbrewards.com**, and you could earn additional compensation for selling and retaining eligible groups of 2-99.²



How does it work?



To qualify, you need to retain 85% of your book of business. Our lowest threshold is \$50,000.

- **New to selling Delta Dental?** Your new sales alone qualify.
- **Already enrolled?** Be sure to log in to **ddsbrewards.com** to qualify.

New sales bonuses are based on the number of new groups or the total new annualized premium received for effective dates in the current calendar year. As you sell and retain your existing business with Delta Dental, your rewards grow. And this rewards program is on top of your existing standard small business commission.

New Sales			
New groups or new premium			Bonus
Tier 1	5-14	\$50,000 - \$149,999	3%
Tier 2	15-29	\$150,000 - \$299,999	4%
Tier 3	30+	\$300,000 or greater	5%

Your retention bonus will be tied to your sales tier. For example, if you sell 15 new groups and retain 90% of your existing book of business, you'll qualify for a 1.5% retention bonus. But if you sell 15 new groups and retain 95% or more, you'll qualify for 2% bonus.

Retention			
New sales bonus	85% - 89.9%	90% - 94.9%	95%+
Tier 1	0.5%	1%	1.5%
Tier 2	1%	1.5%	2%
Tier 3	1.5%	2%	3%

What else should I know?

- Only fully insured small commercial businesses (2-99 enrolled employees) qualify as eligible.⁴
- Rewards will be calculated and paid after December 31 of the current year.



Want to sign up?



Enroll at **ddsbrewards.com**. You'll get access to the Small Business Producer Rewards Dashboard to view your earnings progress as you retain Delta Dental clients and close new small group sales.³ For details, view the **Producer Rewards Program rules**.
Register now. You'll also get access to the Small Business Producer Rewards Dashboard.

¹ Rewards Program is pending approval in NY.
² Our Delta Dental enterprise includes these companies in these states: Delta Dental of California — CA, Delta Dental of the District of Columbia — DC, Delta Dental of Pennsylvania — PA & MD, Delta Dental of West Virginia, Inc. — WV, Delta Dental of Delaware, Inc. — DE, Delta Dental of New York, Inc. — NY, Delta Dental Insurance Company — AL, DC, FL, GA, LA, MS, MT, NV, TX and UT. Products are not available through the Small Business Program in Mississippi.
³ Some individual brokers may not be able to access the small business rewards dashboard if their agency is the legal entity receiving commissions.
⁴ For participating small business programs, contact our Sales team for more information.