

Broker Bonus.

For Fully Insured Cases with up to 100 Eligible Employees.

UnitedHealthcare is offering a bonus to agents in UnitedHealthcare's Mid-Atlantic Health Plan area who sell new fully insured medical plans with up to 100 eligible employees with effective dates from October 1, 2017, through January 31, 2018. Agents must sell a combined total of at least 50 enrolled employees in eligible groups during the bonus period in order to be eligible for the bonus. Qualifying agents will receive a bonus \$8 for each enrolled employee in eligible medical groups.

Eligible cases are new fully insured medical groups in the Mid-Atlantic Health Plan area having up to 100 eligible employees with effective dates from October 1, 2017, through January 31, 2018. Only groups and agents permanently located in Maryland, The District of Columbia, West Virginia and most of Virginia are eligible for the bonus (please see Program Details 1 and 2 for complete geography).

Bonus Example: An eligible agent sells five eligible medical cases having a total of 120 enrolled employees with effective dates during the bonus period. That makes the agent eligible for a bonus of \$8 for each enrolled employee, so they earn a bonus of \$8 times 120, or \$960.



Program Details:

1. Only agents located in the following areas are eligible for this bonus: Maryland, The District of Columbia, West Virginia and Virginia (except Bland, Buchanan, Carroll, Dickenson, Grayson, Lee, Russell, Scott, Smyth, Tazewell, Washington, Wise and Wythe counties, and the independent cities of Bristol, Norton and Galax).
2. This special bonus program applies only to commissionable new UnitedHealthcare fully insured medical groups with up to 100 eligible employees that have effective dates from October 1, 2017, through January 31, 2018, located in the following areas: Maryland, The District of Columbia, West Virginia and Virginia (except Bland, Buchanan, Carroll, Dickenson, Grayson, Lee, Russell, Scott, Smyth, Tazewell, Washington, Wise and Wythe counties, and the independent cities of Bristol, Norton and Galax).
3. Eligible agents must sell a combined total of at least 50 enrolled employees in eligible groups during the bonus period to qualify for the bonus. All sold business must be active and the selling agent must remain the Agent of Record on January 31, 2018, to be included in the bonus calculations.
4. Classification as a group “with up to 100 eligible employees” is determined by us considering a number of factors, including the enrollment at some point in time. We reserve the right to classify groups according to our rules, regardless of a group’s actual enrollment at any time.
5. The enrolled employee counts will be derived from the medical plan only, and will be based on the number of enrolled medical employees as of the group’s effective date. UnitedHealthcare’s determination of group and enrolled employee count is final.
6. All bonus payments will be made to the agent or agency to which the commissions are paid. The bonus will be paid after the bonus period is over and when all information required for verification of enrollment data and calculation of the bonus is available.
7. For dual or multiple broker arrangements, enrolled employee credit for payment calculations will be allocated in the same proportion as the commissions are split on the case. Fractional credits will be used in the calculation, and credits will not be rounded to the nearest integer. General Agents are not eligible for the bonus.
8. Cases transferring into the eligible size segment from another UnitedHealth Group subsidiary, business segment or case size segment will not be considered new business for this bonus program. Agent of Record changes on existing UnitedHealthcare cases will not be credited as new business for this bonus program.
9. Special rules apply to payment of bonuses for non-commissionable customers and customers referred to as “Governmental Entities” in the UnitedHealthcare Agent/Agency Agreement. Non-commissionable governmental entity cases are not eligible for any bonus program. We require written customer acknowledgment and approval before paying bonuses on other non-commissionable customers, and on commissionable governmental entity customers. Any limits on compensation in the RFP, RFI, bid specifications or other written instructions for governmental entities cannot be exceeded. Please refer to the Producer Compensation Policies and Practices in the Producer Performance Guide for more information.

All terms and conditions of the UnitedHealthcare Agent/Agency Agreement and the Producer Performance Guide apply to all compensation programs. This Bonus Program is offered at the sole discretion of UnitedHealthcare and can be terminated or modified by UnitedHealthcare at any time and without notice.