

New Sales Bonus

For All Savers® Alternate Funding cases

UnitedHealthcare is offering a bonus to agents in Eastern Pennsylvania who sell new All Savers Alternate Funding medical groups with effective dates from November 1, 2016 through December 31, 2016. Eligible cases are new All Savers Alternate Funding medical groups with effective dates from November 1, 2016 through December 31, 2016. Only agents located in Berks, Bucks, Chester, Dauphin, Delaware, Lancaster, Lehigh, Montgomery, Northampton, Philadelphia and York counties in Pennsylvania are eligible for this program.

Qualifying agents will receive a bonus for each eligible All Savers Alternate Funding medical group sold during the bonus period based on the number of enrolled employees in the case, as described in the following table:

Enrolled Employees in an Eligible All Savers Alternate Funding Group	Bonus for the Group
Up to 29 enrolled employees	\$500
30 to 39 enrolled employees	\$750
40 to 49 enrolled employees	\$1,000
50 to 69 enrolled employees	\$3,000
70 or more enrolled employees	\$5,000

Bonus Example: An eligible agent sells three eligible All Savers Alternate Funding medical groups: one with 35 enrolled employees, one with 45 enrolled employees and another with 85 enrolled employees. The agent receives a bonus of \$750 for the first case, \$1,000 for the second and \$5,000 for the third for a total bonus of \$6,750.

Please refer to the next page for important details on this program.



Program Details:

1. Only Agents of Record permanently located in Berks, Bucks, Chester, Dauphin, Delaware, Lancaster, Lehigh, Montgomery, Northampton, Philadelphia and York counties in Pennsylvania are eligible for this program.
2. This special bonus program applies only to new UnitedHealthcare All Savers Alternate Funding medical groups with effective dates from November 1, 2016 through December 31, 2016.
3. All sold business must be active and the selling agent must remain the Agent of Record on December 31, 2016 to be included in the bonus calculations.
4. 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.
5. 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.
6. For dual or multiple broker arrangements, the bonus amount will be allocated in the same proportion as the commissions are split on the case.
7. General Agents are not eligible for the bonus.
8. Cases transferring 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.