

New Sales Bonus

For Fully Insured cases with 100 to 300 eligible employees

UnitedHealthcare is offering a bonus to agents in Southeastern Pennsylvania who sell new fully insured medical groups in Pennsylvania with 100 to 300 eligible employees, and at least 50 enrolled employees, having effective dates in January, 2016. Eligible agents will receive \$3,000 for each eligible case sold in January 2016.

Eligible cases are new fully insured medical groups located in Pennsylvania with 100 to 300 eligible employees, and at least 50 enrolled employees. Eligible case must have effective dates from January 1, 2016 through January 31, 2016. Only agents permanently located in Berks, Bucks, Carbon, Chester, Cumberland, Dauphin, Delaware, Lancaster, Lehigh, Luzerne, Monroe, Montgomery, Northampton, Philadelphia and York counties in Pennsylvania are eligible for the bonus.

Bonus Example: An eligible agent sells four eligible fully insured medical cases and receives a bonus of \$3,000 for each case, for a total bonus of \$12,000.



Program Details:

1. Only Agents of Record permanently located in Berks, Bucks, Carbon, Chester, Cumberland, Dauphin, Delaware, Lancaster, Lehigh, Luzerne, Monroe, Montgomery, Northampton, Philadelphia and York counties in Pennsylvania are eligible for this program.
2. This special bonus program applies only to new UnitedHealthcare fully insured medical groups located in Pennsylvania with 100 to 300 eligible employees that have effective dates from January 1, 2016 through January 31, 2016, and have at least 50 enrolled employees on their original effective date of coverage. Self-funded cases are not eligible for this bonus.
3. All sold business must be active and the selling agent must remain the Agent of Record on January 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 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, or spinning of 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.