

Special Notice for Producers



Commission Structure Change for Oxford New York Small Business Accounts

Our industry is once again faced with an extremely challenging time. We have always tried to lead the industry and make decisions for the sustainability of our collective business. We continue to work through some of the impacts of Health Care Reform, while staying ahead of the curve. Please see the important information below pertaining to your small business commissions, beginning Jan. 1, 2013.

Commission Structure Change

Effective Jan. 1, 2013 for new and renewing Oxford New York situated small business accounts, the new standard commission structure will be **3.0%** of the premium paid.

- The new commission rate of 3.0% of the premium paid will apply to all new groups with up to and including 50 eligible employees beginning with effective dates on or after Jan. 1, 2013, and to all existing groups starting with their first renewal date on or after Jan. 1, 2013.
- There will be no variations permitted for groups in this segment.
- This commission structure change applies to **Oxford New York small group products only**.

Note: Standard commissions vary by case size. Please refer to the case size designation information in the New York Producer Performance Guides for more information on our classification of cases by size.

Our Commitment

Our commitment to supporting consumers' health begins with you. Your role remains critical to the delivery of the innovative health care benefits, such as our North Shore-LIJ Advantage Series, designed to help members become more engaged in the health care process.

We thank you for your understanding and ongoing support.

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MS-12-1191

11/29/12