

Transitional Coverage Option Bonus

For cases with up to 50 eligible employees

UnitedHealthcare is offering a bonus to agents who assist customers in adopting the “Transitional Coverage Option” with effective dates from April 1, 2014 through October 31, 2014. Agents will receive \$75 for each eligible group that elect the “Transitional Coverage Option” for renewal dates of April 1, 2014 through October 31, 2014.

Eligible groups are fully insured medical groups in New Jersey with up to 50 eligible employees that elect the “Transitional Coverage Option” for renewal dates from April 1, 2014 through October 31, 2014.

Bonus Example: An eligible agent has ten eligible medical cases that elect the “Transitional Coverage Option” during the period from April 1, 2014 through October 31, 2014. The agent earns a \$75 bonus for each case for a total bonus of \$750.



Program Details:

1. This special bonus program applies only to existing fully insured medical groups in New Jersey with up to 50 eligible employees that adopt the “Transitional Coverage Option” for renewal dates from April 1, 2014 through October 31, 2014.
2. 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.
3. For dual or multiple broker arrangements, the bonus will be allocated in the same proportion as the commissions are split on the case.
4. General Agents are not eligible for the bonus.
5. 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.