

New Sales Bonus

For Fully Insured cases with 51 to 200 eligible employees

UnitedHealthcare is offering a bonus to agents who sell new medical groups with 51 to 200 employees in New Jersey with January 1, 2015 effective dates. Agents must sell at least two new eligible cases having a total of at least 100 enrolled employees during the bonus period in order to be eligible for the bonus.

Eligible cases are new fully insured medical groups in New Jersey with at least 51 eligible employees, but no more than 200 enrolled employees, having an effective date of January 1, 2015.

Agents who meet the qualifying criteria of two cases with a total of at least 100 enrolled employees will receive a bonus of \$5,000.

Bonus Example: An eligible agent sells two eligible fully insured medical cases with a total of 120 enrolled employees. The agent has met the qualifying criteria, and therefore earns a bonus of \$5,000.



Program Details:

1. This special bonus program applies only to new UnitedHealthcare and Oxford Health Plan fully insured medical groups located in New Jersey having at least 51 eligible employees, but no more than 200 enrolled employees, with an effective date of January 1, 2015.
2. Agents must sell at least two eligible cases with a total of at least 100 enrolled medical employees during the bonus period to qualify for the bonus.
3. 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.
4. 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.
5. For dual or multiple broker arrangements, case credit and covered employee credit for determining eligibility for the bonus 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.
6. General Agents are not eligible for the bonus.
7. Cases transferring into the with 51 or more eligible employees 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.
8. 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.