

# New Sales Bonus

## For Fully Insured cases with 100 to 3,000 eligible employees

UnitedHealthcare is offering a bonus to agents in New Jersey who sell new medical groups with at least 100 enrolled employees having effective dates in January, 2017.

Eligible cases are new fully insured medical groups that have at least 100 enrolled employees with effective dates from January 1, 2017 through January 31, 2017. Only agents permanently located in New Jersey are eligible for the bonus.

Qualifying agents will receive a bonus for each eligible fully insured 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 Group	Bonus for the Group
100 to 399 enrolled employees	\$1,000
400 to 799 enrolled employees	\$2,500
800 or more enrolled employees	\$5,000

**Bonus Example:** An eligible agent sells three eligible medical groups: one with 135 enrolled employees, one with 445 enrolled employees and another with 885 enrolled employees. The agent receives a bonus of \$1,000 for the first case, \$2,500 for the second and \$5,000 for the third for a total bonus of \$8,500.



### Program Details:

1. Only Agents of Record permanently located in New Jersey are eligible for this program.
2. This special bonus program applies only to new fully insured medical groups with 100 to 3,000 eligible employees, and at least 100 enrolled employees, with effective dates from January 1, 2017 through January 31, 2017.
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, the bonus amount will be allocated in the same proportion as the commissions are split on the case.
6. General Agents are not eligible for the bonus.
7. 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.
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.