



New Jersey

# New sales bonus

For agents who sell new UnitedHealthcare or UnitedHealthcare subsidiary fully insured and Oxford level-funded group medical products

Agents in New Jersey have advised us that some of their customers are concerned that their current carrier may be exiting the group health insurance market in New Jersey. UnitedHealthcare is prepared to assist agents who, in direct response to customer requests, move their concerned customers to UnitedHealthcare or UnitedHealthcare subsidiary fully insured and Oxford level-funded group medical products. Additional compensation of \$75 for each enrolled employee will be paid to agents who enroll such customers with UnitedHealthcare or UnitedHealthcare subsidiaries from August 1, 2021, through January 1, 2022, up to a maximum amount of \$7,500 per group.

Groups eligible for the additional compensation are medical groups with 2 to 100 eligible employees in New Jersey that move directly from a carrier that may be exiting the group medical insurance market to UnitedHealthcare or UnitedHealthcare subsidiary fully insured or Oxford level-funded group medical products with effective dates from August 1, 2021, through January 1, 2022. The additional compensation will be paid based on the January 1, 2022, enrolled employee count of the eligible groups.

## Program details

1. This additional compensation will be paid only on medical groups located in New Jersey that move directly from any carrier that may be exiting the group medical health insurance market. The customer must move directly from the potentially exiting carrier to UnitedHealthcare or UnitedHealthcare subsidiary fully insured or Oxford level-funded medical products. To be eligible for the additional compensation, the medical group must be classified by UnitedHealthcare as having 2 to 100 eligible employees, having effective dates with UnitedHealthcare from August 1, 2021, through January 1, 2022, and being active with UnitedHealthcare or their subsidiary on January 1, 2022. Documentation of the immediate prior carrier (for example, a prior month invoice or non-renewal notice) will be required to make the group eligible for the additional compensation. The maximum bonus payable for any group or collection of affiliated groups is \$7,500.
2. Classification as a group “with 2 to 100 eligible employees” is determined by us considering several factors, including the enrollment at some point in time. We reserve the right to classify groups according to our rules, regardless of a group’s actual enrollment at any time.
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 January 1, 2022. UnitedHealthcare’s determination of group and enrolled employee count is final.
4. All additional compensation payments will be made to the agent or agency to which the commissions are paid. The additional compensation will be paid after January 1, 2022, when all information required for verification of enrollment data and calculation of the additional compensation is available.
5. For dual or multiple broker arrangements, the enrolled employee counts for the additional compensation will be allocated in the same proportion as the commissions are split on the case. If applicable, the per-group maximum of \$7,500 will be applied prior to allocating the bonus between multiple agents.
6. General Agents are not eligible for the additional compensation.
7. Special rules apply to payment of additional compensation for customers referred to as “Governmental Entities” in the UnitedHealthcare Agent/Agency Agreement and non-commissionable customers. Non-commissionable governmental entity cases are not eligible for any additional compensation program. We require written customer acknowledgment and approval before paying additional compensation 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 Additional Compensation Program is offered at the sole discretion of UnitedHealthcare and can be terminated or modified by UnitedHealthcare at any time and without notice.