



2014 LARGE GROUP BONUS PROGRAM

For Selling Agents

In appreciation of your partnership with us, we are pleased to offer you a bonus program for the sale of affordable, quality EmblemHealth coverage and services to New York’s large businesses.

Selling agents who place cases with 51 or more subscribers with effective dates from January 1, 2014 through December 31, 2014 will receive a bonus for each subscriber. The more subscribers you enroll for each large group during 2014, the bigger the payout — from \$50 to \$80 per subscriber.* The maximum bonus payout you can receive for a case is \$100,000.

Number of Subscribers Per Case	Bonus Payable for Each Subscriber
51-250	\$50
251-500	\$60
501-1,000	\$70
1,000 +	\$80

PAYOUT EXAMPLE

Number of Subscribers Per Case	Payout Per Case
60	\$3,000
100	\$5,000
300	\$18,000
Total Payout: \$26,000	

As you can see, the bonuses can add up quickly.

Best of all, there’s no limit to the number of bonuses you can earn.

Program Details

- Incentive measurements and calculations will be determined by the average number of enrolled, not eligible, employees for a 12 consecutive month period beginning from the initial effective date (the calculation period). The enrolled employee counts will be calculated from the new sale of an eligible plan.
- Bonuses are payable 90 days after the calculation period and are in addition to the standard commission.
- The following are not eligible for this bonus program: small group to large group conversions, new groups terminating before 12 months, businesses acquired through a Broker of Record letter, dental plans, alternate funding and lease programs other than the ASO and SAA programs, Medicare and Medicare supplement plans, all New York State-sponsored plans and any plans offered through an association. In addition, growth in membership for an existing group cannot be counted towards the bonus program.
- Compensation is payable only to an EmblemHealth-appointed Broker of Record.
- Broker of Record changes will be reported according to the effective date of the commission change.
- All groups must meet EmblemHealth’s underwriting eligibility and participation requirements.
- EmblemHealth reserves the right, in its sole discretion, to alter or void this bonus program at any time in response to issues and conditions that affect the corporation, business, marketplace or economy. Entitlement to commission and bonuses is subject to terms and conditions contained in the Broker Agreement.
- General agents are not eligible for the selling agent bonus.

*Large group, community-rated and experience-rated plans are eligible for the full amount of the bonus. Hospital-only and medical-only plans are eligible for payment at a weight of 50%. The administrative services only (ASO) and the EmblemHealth Shared Administrative Advantage (SAA) programs are eligible for payment at a weight of 20%.

If you have any questions about EmblemHealth’s Large Group Bonus Program or the plans and programs we offer, please contact your EmblemHealth representative or your general agent.