



2017 LARGE GROUP BONUS PROGRAM

YEARLONG 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 plans to New York's large businesses.

Selling agents who place large group (101+ subscribers) cases with effective dates from January 1, 2017 through December 31, 2017 will receive a bonus for each subscriber. The more subscribers you enroll for each large group during 2017, the bigger the payout — from \$50 to \$80 per subscriber.* **The maximum bonus payout you can receive for a case is \$100,000.** There must be a minimum of 25 enrolled subscribers to be eligible for bonus.

Enrolled Number of Subscribers Per Case	Bonus Payable for Each Subscriber
25-250	\$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	

Bonuses can add up quickly, and best of all, there's no limit to the number of bonuses you can earn.

FIRST QUARTER EXTRA BONUS PROGRAM FOR SELLING AGENTS

We are also pleased to offer an extra bonus program for the first quarter of 2017.

Selling agents who place large groups (101+ eligible subscribers) in EmblemHealth hospital/medical plans with effective dates from January 1, 2017 through March 1, 2017, will receive a bonus for each subscriber.* **Each group must have a minimum of 25 enrolled subscribers to be eligible for the bonus.**

Plan Type — Hospital	Bonus Payable for Each Subscriber
Large groups with 25+ enrolled subscribers	\$20

PAYOUT EXAMPLE

Growth in Book of Business for 1Q, Groups	
Total Payout: \$4,800	
3 sold medical groups at 80 subscribers each	\$4,800

The bonuses described in this program are in addition to the bonuses that can be earned in our Yearlong Bonus Program for Large Groups.

*Large group community-rated and experience-rated plans are eligible for the full amount of the bonus. Hospital-only plans, medical-only plans, administrative services only (ASO) programs, Dental plans and the EmblemHealth Shared Administrative Advantage (SAA) program are **not eligible**.

(Continued)

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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, 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 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.
- "Subscriber" is defined as an enrolled employee. An employee enrolled in family coverage is equal to one subscriber.
- 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.

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