



BROKER COMMISSIONS 2018 INDIVIDUAL BUSINESS

| NEW JERSEY CARRIERS | DETAILS | COMMISSION RATE |
|---|---|---|
| AmeriHealth NJ | Advantage and Tier 1 - Open Enrollment | \$20 PCPM |
| | Local and Preferred Plans - Open Enrollment | \$6 PCPM |
| | All Special Enrollment Period Business | \$6 PCPM |
| Horizon Blue Cross Blue Shield of NJ | Advantage | \$9.74 PCPM |
| | OMNIA | \$21 PCPM |
| Oscar | | \$20 PCPM |
| PENNSYLVANIA CARRIERS | DETAILS | COMMISSION RATE |
| Independence Blue Cross | Platinum | 1.275% |
| | Gold | 1.7% |
| | Silver | 2.34% |
| | Bronze/Catastrophic | 2.975% |
| DELAWARE CARRIERS | DETAILS | COMMISSION RATE |
| Highmark Delaware | New Business - Open Enrollment | \$3 PMPM up to maximum of \$15 per contract |
| | Special Enrollment Period | \$0 |
| | Renewal Business with issue date of 2017 or earlier | \$5 PMPM up to a maximum of \$25 per contract |

Please note, the producer commissions rates apply to new and renewal business in calendar year 2018 unless otherwise noted.

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