



BROKER COMMISSIONS 2018 NJ GROUP BUSINESS

CARRIER	GROUP SIZE	DETAILS	COMMISSION RATE
Aetna	1 to 50 employees	Aetna Funding Advantage	\$25 PEPM New / \$25 Renewal
	5 to 50		\$39 PEPM
	51 to 100		4.0%
	101+		4.0%
AmeriHealth NJ	1 to 50 employees		4.5% New / 4.0% Renewal
	51 to 100		4.5% New / 4.0% Renewal
	101+		Negotiable
Cigna	2 to 250 employees	Self-Insured	5.0%
			Variable PEPM
Eagle HealthPlans	10+ employees	Level-Funded, Self-Insured Minimum Value Plan MEC Plan	\$30 PEPM \$15 PEPM
Horizon Blue Cross Blue Shield of NJ	1 to 50 employees		4.25%
	51 to 100		5.0% (less ACA fees)
	101+		3.0%
Medova Healthcare	51+ employees		\$30 PEPM
Nippon Life Benefits	51 to 300 employees		5.0%
QualCare	All sized groups	MEWA	5.0%
Starmark	10+ employees	Stop-Loss Premium	13.0%
UnitedHealthcare / Oxford	1 to 50 employees		5.0% New / 4.25% Renewal
	51 to 100		4.75%
	101+		5.0%

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

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