



# BROKER COMMISSIONS 2018 PA GROUP BUSINESS

| CARRIER                    | GROUP SIZE                 | DETAILS  | COMMISSION RATE                    |
|----------------------------|----------------------------|--|------------------------------------|
| Aetna                      | Small Group                | Fully-Insured ACA<br>Southeastern PA<br>All Other Counties   | \$30 PEPM<br>\$19 PEPM             |
|                            | 5 to 50                    | Aetna Funding Advantage                                      | \$37 PEPM                          |
|                            | 51+                        | Fully-Insured ACA  | \$37 PEPM                          |
| Cigna                      | All sized groups           |  | Contact your Sales Team.           |
| Eagle HealthPlans          | 10+ employees              | Level-Funded, Self-Insured<br>Minimum Value Plan<br>MEC Plan | \$30 PEPM<br>\$15 PEPM             |
| Independence<br>Blue Cross | 1 to 99 employees          |  | \$41 PEPM                          |
|                            | 100+                       |  | Contact your Sales Team.           |
| Medova Healthcare          | All sized groups           |  | Contact your Sales Team.           |
| Nippon Life Benefits       | All sized groups           |  | 5.0%                               |
|                            |                            | Affiliated Trust   | Contact your Sales Team.           |
| UnitedHealthcare           | 1 to 4 enrolled employees  | Small Group Fully-Insured ACA<br>Southeastern PA             | \$6 PEPM                           |
|                            | 5 to 50 enrolled employees | Western, Northern & Central PA                               | \$6 PEPM                           |
|                            |                            | Small Group Fully-Insured ACA<br>Southeastern PA             | \$35 PEPM New<br>\$30 PEPM Renewal |
|                            | 5+ enrolled employees      | Western, Northern & Central PA                               | \$23 PEPM New<br>\$20 PEPM Renewal |
|                            |                            | All Savers Level-Funded                                      | \$24 PEPM default                  |
| 51+                        |                            | Contact your Sales Team.                                     |                                    |
| WellNet                    | All sized groups           |  | Contact your Sales Team.           |

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

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