



BROKER COMMISSIONS 2020 NJ GROUP BUSINESS

CARRIER	GROUP SIZE	DETAILS	COMMISSION RATE
Aetna	5 to 50	Aetna Funding Advantage	\$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		5.0%
		Self-Insured	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
Members Health Plan NJ	1 to 2 enrolled employees		2.5%
	3 to 24		4.5%
	25+		5.0%
Nippon Life Benefits	51 to 300 employees		5.0%
Oscar	2 to 50		4.0%
UnitedHealthcare / Oxford	1 to 50 employees	All Savers	4.25%
	5 to 99		\$30 PEPM
	51 to 100		4.75%
	101+		5.0%

Please note, the producer commissions rates apply to new and renewal business in calendar year 2020 unless otherwise noted.

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