



# New Sales Bonus

For new fully insured and All Savers® Alternate Funding medical cases.

Oxford Health Plan and UnitedHealthcare are offering a bonus to agents who sell new fully insured and All Savers Alternate Funding medical groups in New Jersey with effective dates from October 1, 2019 through January 31, 2020.

## Eligible Groups:

Fully Insured: Eligible fully insured groups are new fully insured medical groups with 51 to 100 eligible employees that:

1. Are located in New Jersey;
2. Have effective dates with UnitedHealthcare from October 1, 2019 through January 31, 2020; and
3. Have at least 25 enrolled employees.

All Savers Alternate Funding: Eligible All Savers Alternate Funding groups are new and All Savers Alternate Funding medical groups with up to 100 eligible employees that:

1. Are located in New Jersey; and
2. Have effective dates with UnitedHealthcare from October 1, 2019 through January 31, 2020.

Agents will receive a bonus of \$40 for each employee enrolled for medical coverage in eligible medical groups.

**Bonus Example:** An agent sells 3 eligible medical cases that have a total of 200 enrolled employees. That makes the agent eligible for a bonus of \$40 times 200, or \$8,000.

## Program Details:

1. This special bonus program applies only to:
  - a. New Oxford Health Plan and UnitedHealthcare fully insured groups that:
    - i. Have 51 to 100 eligible employees;
    - ii. Have at least 25 enrolled medical employees;
    - iii. Are permanently located in New Jersey; and,
    - iv. Have original effective dates with UnitedHealthcare from October 1, 2019 through January 31, 2020.
  - b. New All Savers Alternate Funding groups that: All Savers Alternate Funding groups that:
    - i. Have up to 100 eligible employees;
    - ii. Are permanently located in New Jersey; and,
    - iii. Have original effective dates with UnitedHealthcare from October 1, 2019 through January 31, 2020
2. All sold business must be active and the selling agent must remain the Agent of Record on January 31, 2020 to be included in the bonus calculations.
3. Classification as a group “with up to 50 eligible employees” or “with 51 to 100 eligible employees” is determined by us considering a number of factors, including the enrollment at some point in time. We reserve the right to classify groups according to our rules, regardless of a group’s actual enrollment at any time.
4. The enrolled employee counts will be derived from the medical plan only, and will be based on the number of enrolled medical employees as of the group’s effective date. UnitedHealthcare’s determination of group and enrolled employee count is final.
5. All bonus payments will be made to the agent or agency to which the commissions are paid. The bonus will be paid after the bonus period is over and when all information required for verification of enrollment data and calculation of the bonus is available.
6. For dual or multiple broker arrangements, enrolled employee credit for payment calculations will be allocated in the same proportion as the commissions are split on the case. Fractional credits will be used in the calculation, and credits will not be rounded to the nearest integer.
7. General Agents are not eligible for the bonus.
8. Cases transferring into the eligible employee size segment from another UnitedHealth Group subsidiary, business segment or case size segment will not be considered new business for this bonus program. Agent of Record changes on existing UnitedHealthcare cases will not be credited as new business for this bonus program.
9. Special rules apply to payment of bonuses for non-commissionable customers and customers referred to as “Governmental Entities” in the UnitedHealthcare Agent/Agency Agreement. We require written customer acknowledgment and approval before paying bonuses on all non-commissionable customers, and on commissionable governmental entity customers. Any limits on compensation in the RFP, RFI, bid specifications or other written instructions for governmental entities cannot be exceeded. Please refer to the Producer Compensation Policies and Practices in the Producer Performance Guide for more information.

All terms and conditions of the UnitedHealthcare Agent/Agency Agreement and the Producer Performance Guide apply to all compensation programs. This Bonus Program is offered at the sole discretion of UnitedHealthcare and can be terminated or modified by UnitedHealthcare at any time and without notice.

