

2017 BROKER COMPENSATION SCHEDULE

Fully Insured Broker Commission Schedule and Bonus Program for Massachusetts

SMALL AND LARGE GROUP COMMISSION SCHEDULE

Small Group (1-50 FTE's)		
Group Size	New Business	Renewal
1-4 covered subscribers	\$20 per subscriber per month	\$10 per subscriber per month
5-25 covered subscribers	\$35 per subscriber per month	\$25 per subscriber per month
26-50 covered subscribers	\$45 per subscriber per month	\$35 per subscriber per month

Large Group (51 or More FTE's)		
	New Business	Renewal
All covered subscribers	5% of received premium	4% of received premium

ANNUAL BONUS PROGRAM - SMALL AND LARGE GROUP

Retention Bonus		
Eligibility Requirement	Threshold	Bonus Payment
Brokers must have a minimum of 50 group subscribers by December 2016	Subscriber retention of 90-95%	\$75 for every subscriber in existing accounts
	Subscriber retention greater than 95%	\$100 for every subscriber in existing accounts

New Business Bonus	
Threshold	Bonus Payment
Brokers must sell a minimum of 30 group subscribers in new accounts during the bonus year	\$100 for every new subscriber sold in New Accounts

All measurements will occur at year end using 12/31/2017 final membership. Bonuses will be calculated in March of 2018 and to be paid in April 2018.

2017 BROKER COMPENSATION SCHEDULE

Fully Insured Broker Commission Schedule and Bonus Program for Massachusetts

INDIVIDUAL COMMISSION SCHEDULE

	New	Renewal
Individual Non-Group	\$10 per subscriber per month	\$10 per subscriber per month

INDIVIDUAL BONUS PROGRAM

Threshold	Bonus Payment
Brokers must sell a minimum of 50 non-group subscribers during the bonus year. Subscribers must be active on 12/31/2017	\$100 for every new non-group subscriber sold during the bonus year

ADDITIONAL TERMS FOR MONTHLY COMMISSION AND BONUS

- Non-Group business does not count toward either the group retention bonus or the group new business bonus plans. Non-Group business has its own bonus plan.
- The MHI Non-Group bonus plan applies to any new Non-Group business the broker has sold throughout 2017.
- The Compensation plan applies to only Fully Insured Business.
- Catastrophic membership is not eligible for monthly broker commission or bonus.
- All group and non-group commissions are paid up to the 1st renewal. Renewal commission is paid beginning the first renewal.

All measurements will occur at year end using 12/31/2017 final membership. Bonuses will be calculated in March of 2018 and to be paid in April 2018.