



# 2021 New Enrollment Bonus Program

Receive an additional \$25 for members in FL expansion counties!

NEW ENROLLMENT BONUS		
	One-Time Bonus	Number of New Enrollments
ALL STATES*	\$25 per New Member	25-49 New Members
	\$50 per New Member	50+ New Members

\*New Mexico policies are not eligible.  
 You must be the broker of record from 1/1/21 to 3/31/21 for a policy to count toward the new enrollment bonus.

**Earn a one-time, per member bonus** for new Ambetter members you enroll during 2021 Open Enrollment.

**Questions?** Call your Sales Representative at **1-855-700-7985, option 3**, or email us at [ambettersales@centene.com](mailto:ambettersales@centene.com).

Producer must be licensed, appointed and contracted with Centene Corporation, including all of its subsidiaries offering Ambetter, to be eligible for this incentive program. Applicable incentive level or tier for the New Enrollment Bonus is determined by the number of effectuated enrollments in Ambetter plans sold through the Marketplace or directly with Ambetter during OEP and based on the effectuated enrollments as of 3/31/2020.

Centene Corporation, including all of its subsidiaries offering Ambetter, has the sole right to modify or discontinue the program or any component thereof at any time without advance notice. All decisions regarding payment of commissions and awards are made by the underlying company and are final.

This flyer provides the highlights of the 2021 New Enrollment Bonus Program. It is not a contract. Complete and prevailing terms and conditions are set forth in the 2021 New Enrollment Bonus Program Agreement, which is required.



This 2021 Agency Incentive Program (Incentive Program) applies to new sales of Ambetter Qualified Health Plans (QHPs) enrolled directly with the Ambetter, for Benefit Year 2021.

Ambetter reserves the right to change this Incentive Program at any time without advance notice.

### **Section 1: Definitions**

The following are defined terms for purposes of the Incentive Program:

- 1.1. Agency means a Producer or entity that is licensed and appointed by Plan to solicit a prospective member to purchase a plan of Ambetter and who is approved by Ambetter to solicit enrollment of Members; additionally, must have must have active Sub-Producers, as defined in the Ambetter Producer Agreement, contracted to work under their Agency.
- 1.2. Benefit Year means a year of health insurance benefits coverage under a QHP or an Off-Exchange Plan. The Benefit Year for policies bought inside or through the Marketplace or Off-Exchange Plans enrolled directly with Ambetter, begins January 1 of each year and ends December 31 of the same year.
- 1.3. Clawback means the recoupment of Ambetter's payment to the Agency if the New Enrollment lapses on or before 3/31/2021.
- 1.4. Effectuated Enrollment means a single insurance policy selected through the Marketplace, or a qualifying Off-Exchange policy, for which the monthly premium has been received and successfully processed, and coverage under the policy is active.
- 1.5. New Sale or new member means who has not been enrolled in an Ambetter QHP in the previous 90 calendar days.
- 1.6. Marketplace means a governmental agency or non-profit entity established under the Affordable Care Act through which individuals purchase QHPs. Sometimes referred to as "Exchanges," this term includes the Federally-Facilitated Marketplace (FFM), Federally-Supported State-Based Marketplace (SSBMs), State-Partnership Marketplaces (SPMs), and State-Based Marketplaces (SBM).
- 1.7. New Member means each individual enrolled with coverage under a single Ambetter QHP insurance policy selected through the Marketplace or an Off-Exchange Plan policy directly through Ambetter.
- 1.8. Open Enrollment Period (or OEP) means the annual period of time during which individuals can enroll in a QHP through the Marketplace or for an Off-Exchange Plan through Ambetter. For the 2021 Benefit Year, the annual Open Enrollment Period begins on 11/1/2020 and extends through 12/15/2020. For purposes of this Commission Schedule, the term OEP includes any extensions or "in line" enrollment policies issued by the U.S. Department of Health & Human Services (HHS) which in effect extend the time for individuals to enroll during OEP beyond 12/15/2020.
- 1.9. Qualified Health Plan (or QHP) means an individual health insurance policy that is certified to be offered for sale through the Marketplace. A QHP is a single policy issued by Ambetter which provides self-only, child-only, or family coverage.

- 1.10. Sub-Producer means any licensed producer appointed by, contracted by or under the Producer/Agency, working under the Producer/Agency subject to the Producer's/Agency's general direction and supervision, whether referred to as a "broker", "producer", or any other like term, and who is appointed by Ambetter to solicit a prospective member to purchase a plan of Ambetter

### **Section 2: Incentive Schedule**

- 2.1. Agency's applicable Incentive Level, or Tier, for the New Sale Bonus is determined by the number of new members in Ambetter Plans sold through the Marketplace or directly with Ambetter during the OEP and based on the Effectuated Enrollments as of 3/31/2021.

Incentive Levels and qualifications are as follows:

All States <sup>1</sup>	New Enrollment Bonus Criteria <sup>2</sup>	
	One-Time Bonus	Number of New Enrollments
	\$25 per New Member	25 – 49 New Members
	\$50 per New Member	50+ New Members

<sup>1</sup>New Mexico policies are not eligible.

<sup>2</sup> Receive an additional \$25 for members in Florida expansion counties of: Baker, Bay, Bradford, Calhoun, Collier, Columbia, Desoto, Dixie, Franklin, Gadsden, Gilchrist, Glades, Gulf, Hamilton, Hardee, Holmes, Indian River, Jackson, Jefferson, Lafayette, Lee, Leon, Levy, Liberty, Madison, Nassau, Santa Rosa, St. Johns, Sumter, Suwannee, Union, Wakulla, and Washington.

- 2.2. Incentives are set on a prospective basis only; Incentive Levels will not be recalculated retroactively as a result of retroactive coverage effective dates, delays in premium payments, delays in receipt of enrollment files from the Marketplace, or other such delays in enrollments becoming effectuated.

### **Section 3: Eligibility**

- 3.1. In order to be eligible to earn an incentive payment on a new Ambetter QHP member, the Agency must:
- Sell a minimum of 25 new members.
  - Be licensed, appointed, and contracted with Ambetter to sell Ambetter Products;
  - Meet all additional state and federal requirements to sell QHPs, including but not limited to Marketplace training and certification; and any State Based required certifications.
  - Be in compliance with all provisions of the Producer Agreement and Sub-Producer Agreement, if applicable.

### **Section 4: Payments**

- 4.1. Incentive payments will be distributed to qualifying Agencies, in a one-time lump sum within 60 days of the calculation and confirmation of the final number of New Enrollment Membership. Earned incentives are calculated and paid strictly on:
- New members with an effective date of 1/1/2021, with continuous coverage through 3/31/2021; and
  - Collection of the full policy premium (i.e., the Member's monthly premium contribution amount plus the applicable Advanced Premium Tax Credits (APTC)) for the months of January, February and March 2021.
  - Sub-Producers of the qualifying Agency are not eligible for direct incentive payments under this program; Payments are made directly to the qualifying Agency.

- Plan will not adjust any incorrect payments to Producer, except for payments made within 60-days prior to the date of adjustment, payments made as a result of fraud or incorrect information provided to Plan by Producer or a Sub-Producer. In this regard, neither Producer nor Plan may assert a claim against the other relating to an incorrect payment amount under the terms of this Agreement unless such claim is made (and the resulting adjustment is commenced) within 60-days of the date of said incorrect payment.
- 4.2. The incentive payment is subject to a Clawback if the New Sale is retroactively terminated on or before 3/31/2021. Ambetter, in its sole discretion, will recover the bonus amount payments from Agency by offsetting the overpayment against future compensation in the bonus amount applicable to the number of terminated new members.

### **Section 5: Important Notes Applicable to Incentive Schedule**

- 5.1. National Producer Number (NPN) must be listed on all enrollments.
- 5.2. Consistent Producer of Record during the period of 1/1/2021 – 3/31/2021. Producer of record changes are not eligible.
- 5.3. Incentive payments will only be paid for new membership in accordance with Sections 2, 3 and 4.
- 5.4. Potential incentive payments earnings by an Agency are uncapped for the New Sales Bonus program.
- 5.5. Decisions regarding eligibility, applicable incentive payment amounts earned, or other issues relative to the program administration are at the sole discretion of Ambetter and are final.
- 5.6. This program may be modified or discontinued at any time at the sole discretion of Ambetter.