



New sales bonus

For new Ohio Chamber Health Benefit Program medical cases and All Savers Alternate Funding medical cases

UnitedHealthcare is offering a bonus to agents who sell new Ohio Chamber Health Benefit Program medical plans and UnitedHealthcare level-funded medical plans having effective dates from May 1, 2021 through June 30, 2021. Agents must sell at least 2 eligible groups during the bonus period to be eligible for the bonus. Qualifying agents will receive a bonus of \$50 for each enrolled employee in eligible medical groups.

Eligible cases are new:

- Ohio Chamber Health Benefit Program medical groups; and,
- UnitedHealthcare level-funded medical groups with up to 100 eligible employees

To be eligible, groups must have effective dates from May 1, 2021 through June 30, 2021 and be located in the following areas: anywhere in Ohio; Boone, Campbell and Kenton Counties in Kentucky, and Dearborn, Ohio and Switzerland Counties in Indiana.

Bonus example: An eligible agent sells 3 eligible Ohio Chamber Health Benefit Program medical cases having a total of 75 enrolled employees with effective dates during the bonus period. That makes the agent eligible for a bonus of \$50 for each enrolled employee, so they earn a bonus of \$50 times 75, or \$3,750.

Program details

1. Eligible cases are new:
 - a. Ohio Chamber Health Benefit Program medical groups; and,
 - b. UnitedHealthcare level-funded medical groups with up to 100 eligible employees that have effective dates from May 1, 2021 through June 30, 2021, and are located anywhere in Ohio, plus Boone, Campbell and Kenton Counties in Kentucky, and Dearborn, Ohio and Switzerland Counties in Indiana.
2. Agents must sell at least 2 eligible groups during the bonus period to qualify for the bonus.
3. The enrolled employee counts will be derived from the medical plan only and will be based on the number of enrolled medical employees on their original effective date. UnitedHealthcare's determination of group and enrolled employee count is final.
4. 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.
5. For dual or multiple broker arrangements, group and 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.
6. General Agents are not eligible for the bonus.
7. Classification as a group "with up to 100 eligible employees" is determined by us considering a number of factors, including the enrollment at some point in time. UnitedHealthcare will classify Enrolling Units according to its rules and at its sole discretions, regardless of a group's actual enrollment at any time.
8. Cases transferring into the Ohio Chamber Health Benefit Program or All Savers Alternate Funding from another UnitedHealth Group subsidiary, business segment, product 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.