

New Sales Bonus

For All Savers® Alternate Funding cases with Trio Motion® accounts

UnitedHealthcare is offering a bonus to agents in Texas who sell new All Savers Alternate Funding medical groups with effective dates from October 1, 2016 through January 31, 2017 that have at least 50% registration in Trio Motion accounts. Only agents permanently located in Texas are eligible for the bonus.

Eligible cases are new All Savers Alternate Funding medical groups in Texas with effective dates from October 1, 2016 through January 31, 2017 that have at least 10 enrolled employees. In order to qualify for the bonus, at least 50% of the enrolled employees and their spouses covered by the medical plan must have completed the set-up of their Trio Motion account (at the **TrioMotionFIT.com** website or with the Trio Sync app) and paired their Trio® activity tracker to their account by April 1, 2017. The percentage of employees and spouses meeting this requirement will be calculated by dividing the number of enrolled employees and their covered spouses in the group that complete the registration and pairing process as of April 1, 2017 divided by the total number of enrolled employees and their spouses covered by the All Savers Alternate Funding medical group.

Eligible agents will receive a bonus determined by the enrollment in the qualifying case:

Number of Enrolled Employees in the Qualifying All Savers Alternate Funding Group	Bonus for That Group
10 to 24 enrolled employees	\$500
25 or more enrolled employees	\$1,000

Bonus Example: An eligible agent sells four All Savers Alternate Funding medical groups in Texas with effective dates from October 1, 2016 through January 31, 2017. Three of these cases have Trio Motion registration rates of at least 50% and therefore qualify for the bonus. The three qualifying cases have 15, 35 and 75 enrolled employees respectively. The agent earns a bonus of \$500 for the group with 15 enrolled employees, and \$1,000 each for the groups with 35 and 75 employees, for a total bonus of \$2,500.



Program Details:

1. Only Agents of Record permanently located in Texas are eligible for this program.
2. This special bonus program applies only to new All Savers Alternate Funding medical groups in Texas with effective dates from October 1, 2016 through January 31, 2017. In order to qualify for the bonus, at least 50% of the enrolled employees and their spouses covered by the medical plan must complete the set-up of their Trio Motion account (at the **TrioMotionFIT.com** website or with the Trio Sync app) and pair their Trio tracker to their account by April 1, 2017. The percentage used in this regard for the bonus will be calculated by dividing the number of enrolled employees and their covered spouses in the eligible group that complete the registration and pairing process as of April 1, 2017 by the total number of enrolled employees and their covered spouses covered by the All Savers Alternate Funding medical group on April 1, 2017. The percentage will be rounded to the nearest one-tenth percent.
3. All sold business must be active and the selling agent must remain the Agent of Record on April 1, 2017 to be included in the bonus calculations.
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, the bonus amount will be allocated in the same proportion as the commissions are split on the case.
7. General Agents are not eligible for the bonus.
8. Cases transferring 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. Non-commissionable governmental entity cases are not eligible for any bonus program. We require written customer acknowledgment and approval before paying bonuses on other 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.