

# New Sales Bonus.

## For All Savers® Alternate Funding Cases with up to 50 Eligible Employees.

UnitedHealthcare is offering a bonus to agents in Texas who sell new All Savers Alternate Funding medical groups with up to 50 eligible employees having effective dates from February 1, 2017 through September 30, 2017. Only agents permanently located in Texas are eligible for the bonus. Eligible cases are new All Savers Alternate Funding medical groups with up to 50 eligible employees having effective dates from February 1, 2017 through September 30, 2017 located in Texas.

Eligible agents will receive a bonus based on the number of enrolled employees in each eligible All Savers Alternate Funding medical group sold during the bonus period, as shown in this table:

Enrolled Employees in an Eligible Group	Bonus for That Group
Up to 9 enrolled employees	\$100
10 to 24 enrolled employees	\$250
25 or more enrolled employees	\$500

**Bonus Example:** An eligible agent sells three new eligible All Savers Alternate Funding medical groups during the bonus period: one group with seven enrolled employees, a second with 18 enrolled employees and a third with 40 enrolled employees. The agent receives a bonus of \$100 for the first case, \$250 for the second and \$500 for the third, for a total bonus of \$850.



### Program Details:

1. Only Agents of Record permanently located in Texas are eligible for this program.
2. This bonus program applies only to new All Savers Alternate Funding medical groups with up to 50 eligible employees located in Texas having effective dates from February 1, 2017 through September 30, 2017.
3. All sold business must be active and the selling agent must remain the Agent of Record on September 30, 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.