



# 2022 Producer Performance Guide



United  
Healthcare

# Welcome



## Dear Producer,

We are pleased to present UnitedHealthcare's 2022 Producer Performance Guide for national small group medical base and specialty products commissions. Please keep this guide and refer to it whenever you have a commission question for states other than where you reside.

There are 2 key sections that will help you sell UnitedHealthcare and build your relationship with your clients:



### Specialty products commission

Provides details on Small Business and Key Accounts specialty products base commission, including Dental, Vision, AD&D, Life, Disability and more.



### Medical base commission

Outlines our competitive base commission.

As you read through the guide, we think you'll see that these commissions offer fair compensation for offering UnitedHealthcare to your clients. We look forward to strengthening our relationship and working together to grow our mutual business.

Thank you,

**UnitedHealthcare**

# Case size designations



Many of the base commissions in this guide apply to specific case size segments (for example, “groups with up to 50 employees” or “51 or more employees”). In most situations, these labels will coincide with the actual number of employees in the group that are eligible (but not necessarily enrolled) for coverage. However, the actual case size segment designation for commission purposes will be made in accordance with state and federal regulations and may be based on the employee count at some point in time, the average number of employees over some period of time or other factors such as the rating formula used, underwriting rules or operating system indicators. That means the specific assignment of any group to one of these classifications may not reflect the actual number of employees at a specified time. Once classified, groups do not automatically change classification for these purposes if their employee count grows or shrinks. That means that some groups with (for example) more than 50 employees will be included in the “up to 50 employees” commission, and some groups with fewer than 51 eligible employees will not. We reserve the right to classify any group in any of these designations for these purposes according to our rules and in accordance with state and federal regulations, regardless of the group’s actual enrollment or eligible employee count.

# Specialty Benefits



## Basic and Supplemental Life base commissions for groups with up to 50 eligible employees

10% of paid premium

## Dental base commissions for groups with up to 50 eligible employees

10% of paid premium

## Vision base commissions for groups with up to 50 eligible employees

10% of paid premium

## Short-term and long-term disability base commissions for groups with up to 50 eligible employees

Disability annual premium*	Commission rate
For the first \$15,000 paid premium in a plan year	15% of premium
For the next \$10,000 paid premium in a plan year	10% of premium
For the next \$25,000 paid premium in a plan year	5% of premium
For paid premium over \$50,000 in a plan year	1% of premium

## Oxford Benefit Management® (OBM) commissions for groups with 2 to 100 eligible employees

10% of paid premium

\*This schedule is applied on a per-case basis. The schedule is applied to each disability case starting at the top of the schedule on the original effective date or renewal date.

Oxford Benefit Management, Inc. acts as the distribution company for products by third-party vendors including UnitedHealthcare Dental, Spectera, LifeEra and UnitedHealth Allies. The UnitedHealthcare Dental PPO Plan, the UnitedHealthcare Dental Trust Plan and Spectera, Inc. are underwritten by UnitedHealthcare Insurance Company, Hartford, Connecticut (except in New York), UnitedHealthcare Insurance Company of New York, Hauppauge, New York (New York only). OBM does not underwrite or administer these products and bears no risk on any product offered. UnitedHealthcare Dental coverage provided by or through UnitedHealthcare Insurance Company or its affiliates. Administrative services provided by Dental Benefit Providers, Inc., Dental Benefit Administrative Services (California only), United HealthCare Services, Inc. or their affiliates. UnitedHealthcare Vision coverage provided by or through UnitedHealthcare Insurance Company or its affiliates. Administrative services provided by Spectera, Inc., United HealthCare Services, Inc. or their affiliates. UnitedHealthcare Life and Disability products are provided by UnitedHealthcare Insurance Company and Unimerica Insurance Company; Unimerica Life Insurance Company of New York (New York City); and in California, Unimerica Life Insurance Company. OBM and SBS packages are not available in all states and state-specific requirements may cause limitations or variations for the plans.

Commissions for Specialty Benefit groups with 51 or more eligible employees may be established at the request of the agent or customer. The above schedules will apply if an alternative schedule is not requested.

Classification of a group with "up to 50 eligible employees" is determined by us considering a number of factors. Please see "Case Size Designations" on page 3 for details.

## Standard commission schedules 51–5,000 for Specialty Benefits

Commission schedules for groups with 51 or more eligible employees may also be set at specific levels requested by the broker or customer. Talk to your UnitedHealthcare sales representative to request specific commission rates.

Dental commission scale	
Annual premium *	Commission rate
First \$10,000	10%
Next \$15,000	7.5%
Next \$15,000	5%
Next \$20,000	2.5%
> \$60,000	1.5%

Vision commission rate	
10% of paid premium	

Basic and Supplemental Life commission scale	
Annual premium *	Commission rate
First \$25,000	10%
Next \$25,000	7%
Next \$50,000	3%
Next \$100,000	2%
> \$200,000	1%

Short-Term & Long-Term Disability commission rates**	
Annual premium *	Commission rate
First \$15,000	15%
Next \$10,000	10%
Next \$25,000	5%
> \$50,000	1%

Paid Family Medical Leave***	
Annual premium *	Commission rate
First \$15,000	15%
Next \$10,000	10%
Next \$25,000	5%
>\$50,000	1%

\*Schedule applied to each case starting at the top of the schedule on the original effective date or renewal date. \*\*This schedule is applied on a per-case basis. The schedule is applied to each disability case starting at the top of the schedule on the original effective date or renewal date. \*\*\*Paid Family Medical Leave (PFML) plans are only available to groups with 100 or more eligible employees, with at least 25 employees working in the applicable PFML State (e.g., Massachusetts or Connecticut). For PFML product availability, please contact your UnitedHealthcare representative.

The policies have exclusions, limitations and terms under which the policy may be continued in force or discontinued. For costs and complete details of the coverage, contact either your broker or the company. Some products are not available in all states. Benefits for the UnitedHealthcare dental DHMO plans are provided by or through the following UnitedHealth Group companies: Nevada Pacific Dental, National Pacific Dental, Inc. and Dental Benefit Providers of Illinois, Inc. The New York Select Managed Care Plan is underwritten by UnitedHealthcare Insurance Company of New York. Administrative services provided by DBP Services. The Select DHMO plan is underwritten by Dominion Dental Services, Inc. Dominion is licensed as a Limited Health Care Services HMO in Virginia, Pennsylvania and a Dental Plan Organization in Maryland and Delaware.

**Benefits for the UnitedHealthcare Dental DHMO/Direct Compensation plans are offered by Dental Benefit Providers of California, Inc. UnitedHealthcare Dental is affiliated with UnitedHealthcare.** UnitedHealthcare dental coverage underwritten by UnitedHealthcare Insurance Company, UnitedHealthcare Insurance Company of New York, or their affiliates. Administrative services provided by Dental Benefit Providers, Inc., Dental Benefit Administrative Services (CA only), DBP Services (NY only), United HealthCare Services, Inc. or their affiliates. UnitedHealthcare vision coverage provided by or through UnitedHealthcare Insurance Company, UnitedHealthcare Insurance Company of New York, or their affiliates. Administrative services provided by Spectera, Inc., United HealthCare Services, Inc. or their affiliates. UnitedHealthcare Life and Disability products are provided by UnitedHealthcare Insurance Company and in California by Unimerica Life Insurance Company. UnitedHealthcare Critical Illness product is provided by UnitedHealthcare Insurance Company. Critical Illness coverage is NOT considered "minimum essential coverage" under the Affordable Care Act and therefore does NOT satisfy the mandate to have health insurance coverage. Failure to have other health insurance coverage may be subject to a tax penalty. Please consult a tax advisor. UnitedHealthcare Accident Protection product is provided by UnitedHealthcare Insurance Company. UnitedHealthcare Hospital Indemnity product is provided by UnitedHealthcare Insurance Company. The product provides a limited benefit for certain hospital indemnity plan benefits. Please note: HOSPITAL INDEMNITY coverage is NOT considered "minimum essential coverage" under the Affordable Care Act and therefore does NOT satisfy the mandate to have health insurance coverage. Failure to have other health insurance coverage may be subject to a tax penalty. Please consult a tax advisor. UnitedHealthcare Insurance Company is located in Hartford, CT; UnitedHealthcare Insurance Company of New York is located in Islandia, NY; and Unimerica Life Insurance Company is located in Milwaukee, WI.

**Critical Illness Protection Plan commission rates**

Commission rate based on group size*	Commission rate
51–99 eligible employees	15%
100–500 eligible employees	13%
501–999 eligible employees	11.5%
1,000+ eligible employees	10%

**Accident Protection Plan commission rates**

Commission rate based on group size*	Commission rate
51–99 eligible employees	15%
100–499 eligible employees	13.5%
500–999 eligible employees	12.75%
1,000+ eligible employees	11%

**Hospital Indemnity Protection Plan commission rates**

Commission rate based on group size*	Commission rate
51–99 eligible employees	15%
100–500 eligible employees	13%
501–999 eligible employees	11.5%
1,000+ eligible employees	10%

**Supplemental Health combo package**

Commission rate based on group size*	Commission rate
100–500 eligible employees	13%
501–999 eligible employees	11.5%
1,000+ eligible employees	10%

**Benefit Ally**

Commission rate based on group size*	Commission rate
100+ eligible employees	10%

\*Schedule applied to each case starting at the top of the schedule on the original effective date or renewal date.

The policies have exclusions, limitations and terms under which the policy may be continued in force or discontinued. For costs and complete details of the coverage, contact either your broker or the company. Some products are not available in all states. Benefits for the UnitedHealthcare dental DHMO plans are provided by or through the following UnitedHealth Group companies: Nevada Pacific Dental, National Pacific Dental, Inc. and Dental Benefit Providers of Illinois, Inc. The New York Select Managed Care Plan is underwritten by UnitedHealthcare Insurance Company of New York. Administrative services provided by DBP Services. The Select DHMO plan is underwritten by Dominion Dental Services, Inc. Dominion is licensed as a Limited Health Care Services HMO in Virginia, Pennsylvania and a Dental Plan Organization in Maryland and Delaware.

**Benefits for the UnitedHealthcare Dental DHMO/Direct Compensation plans are offered by Dental Benefit Providers of California, Inc. UnitedHealthcare Dental is affiliated with UnitedHealthcare.** UnitedHealthcare dental coverage underwritten by UnitedHealthcare Insurance Company, UnitedHealthcare Insurance Company of New York, or their affiliates. Administrative services provided by Dental Benefit Providers, Inc., Dental Benefit Administrative Services (CA only), DBP Services (NY only), United HealthCare Services, Inc. or their affiliates. UnitedHealthcare vision coverage provided by or through UnitedHealthcare Insurance Company, UnitedHealthcare Insurance Company of New York, or their affiliates. Administrative services provided by Spectera, Inc., United HealthCare Services, Inc. or their affiliates. UnitedHealthcare Life and Disability products are provided by UnitedHealthcare Insurance Company and in California by Unimerica Life Insurance Company. UnitedHealthcare Critical Illness product is provided by UnitedHealthcare Insurance Company. Critical Illness coverage is NOT considered "minimum essential coverage" under the Affordable Care Act and therefore does NOT satisfy the mandate to have health insurance coverage. Failure to have other health insurance coverage may be subject to a tax penalty. Please consult a tax advisor. UnitedHealthcare Accident Protection product is provided by UnitedHealthcare Insurance Company. UnitedHealthcare Hospital Indemnity product is provided by UnitedHealthcare Insurance Company. The product provides a limited benefit for certain hospital indemnity plan benefits. Please note: HOSPITAL INDEMNITY coverage is NOT considered "minimum essential coverage" under the Affordable Care Act and therefore does NOT satisfy the mandate to have health insurance coverage. Failure to have other health insurance coverage may be subject to a tax penalty. Please consult a tax advisor. UnitedHealthcare Insurance Company is located in Hartford, CT; UnitedHealthcare Insurance Company of New York is located in Islandia, NY; and Unimerica Life Insurance Company is located in Milwaukee, WI.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new UnitedHealthcare fully insured medical groups with up to 50 eligible employees\* in Alabama with effective dates on or after January 1, 2022, and existing UnitedHealthcare fully insured medical groups in the same area on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
1 to 3 enrolled employees	\$3	\$3
4 or more enrolled employees	\$24	\$19

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 22 enrolled employees will be paid \$24 per enrolled employee per month for March, which equals \$528. If the actual enrollment in June is 26 employees, the commissions for June will be 26 multiplied by \$24, which equals \$624.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in Alaska with effective dates on or after January 1, 2022, and existing fully insured medical groups with up to 50 eligible employees in Alaska on their first renewal on or after January 1, 2022.

Medical case size	Commission per enrolled employee per month
All groups with up to 50 eligible employees*	\$55

## How to calculate commissions

The monthly commission payment is calculated by multiplying paid premium for the month by the percentage indicated. For example, if the paid premium for a group in Alaska in a specified month is \$10,000, the commissions for that month will be 5% times \$10,000, or \$500.

*Commissions vary by the group's location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](https://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of "up to 50 eligible employees" is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.



# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new UnitedHealthcare fully insured medical groups with up to 50 eligible employees\* in Arizona with effective dates on or after January 1, 2022, and existing UnitedHealthcare fully insured medical groups in the same area on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year payment per enrolled employee per month	Renewal payment per enrolled employee per month
Up to 4 enrolled employees	\$6	\$6
5 to 25 enrolled employees	\$31	\$24
26 or more enrolled employees	\$26	\$22

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The “Renewal” commission rates are paid for all months starting on and after the first renewal date.
- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year. The tier for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.
- Changes in the number of sub-groups in multiple-site or multi-segment affiliated groups may trigger a recalculation of the commission rate prior to the next renewal.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 22 enrolled employees will be paid \$31 per enrolled employee per month, which equals \$682. If the actual enrollment in June is 26 employees, the commissions for June will be 26 multiplied by \$31, which equals \$806.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new UnitedHealthcare fully insured medical groups with up to 50 eligible employees\* in Arkansas with effective dates on or after January 1, 2022, and existing UnitedHealthcare fully insured medical groups in the same area on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
Up to 2 enrolled employees	\$6	\$6
3 to 4 enrolled employees	\$20	\$18
5 to 25 enrolled employees	\$26	\$23
26 or more enrolled employees	\$26	\$21

- “First-year” commissions are paid for the period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 22 enrolled employees will be paid \$26 per enrolled employee, which equals \$572. If the actual enrollment in June is 26 employees, the commissions for June will be 26 multiplied by \$26, which equals \$676.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions for fully insured groups with up to 100 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 100 eligible employees\* in California with effective dates on or after January 1, 2022.

Medical case size	Commissions
All new groups with up to 100 eligible employees*	5% of paid premium

\*UnitedHealthcare groups with up to 100 eligible employees in California with effective dates before January 1, 2022 will continue with the commission schedule that was in effect for that group in 2020.

### How to calculate commissions

The monthly commission payment is calculated by multiplying paid premium for the month by the percentage indicated. For example, if the paid premium for a month for a group is \$10,000, the commissions for that month will be 5% times \$10,000, or \$500.

*Commission schedules in other states may be different than the above schedule. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in the Producer Performance Guide. Please refer to that information for complete guidelines for our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](https://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of "up to 100 eligible employees" is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



Colorado

## Medical base commissions

for fully insured groups with up to 100 eligible employees

### UnitedHealthcare commissions

This commission schedule is effective for new fully insured medical groups with up to 100 eligible employees\* in Colorado with effective dates on or after January 1, 2022, and existing UnitedHealthcare fully insured medical groups in Colorado on their first renewal on or after January 1, 2022.

Medical case size	Commissions per enrolled employee per month
All groups with up to 100 eligible employees	\$25

### How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the commission rate. For example, a case with an effective date in March with an initial enrollment of 20 enrolled employees will be paid \$25 per enrolled employee per month, which equals \$500 for the first month.

*Commissions vary by the group's location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](https://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of "up to 100 eligible employees" is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions for fully insured groups with up to 50 eligible employees

### Oxford and UnitedHealthcare medical business

This commission schedule is effective for all new Oxford and UnitedHealthcare fully insured medical groups with up to 50 eligible employees\* in Connecticut with effective dates on or after January 1, 2022, and existing fully insured Oxford and UnitedHealthcare insured groups in Connecticut on their first renewal on or after January 1, 2022.

Medical case size	Commissions per enrolled employee per month
Up to 2 enrolled employees	\$5
3 or more enrolled employees	\$40

- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The tier for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

### How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a case with an effective date in March with an initial enrollment of 22 enrolled employees will be paid \$40 per enrolled employee per month, which equals \$880 for the first month. If the actual enrollment in June is 26 employees, the commissions for June will be 26 multiplied by \$40, which equals \$1,040.

*Commissions vary by the group's location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of "up to 50 eligible employees" is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



Delaware

## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in Delaware with effective dates on or after January 1, 2022, and existing fully insured groups in Delaware on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
Up to 3 enrolled employees	\$3	\$3
4 or more enrolled employees	\$33	\$30

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 22 enrolled employees will be paid \$33 per enrolled employee per month, which equals \$726 for the first month. If the actual enrollment in June is 26 employees, the commissions for June will be 26 multiplied by \$33, which equals \$858.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in The District of Columbia with effective dates on or after January 1, 2022, and existing groups in The District of Columbia on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year payment per enrolled employee per month	Renewal payment per enrolled employee per month
Up to 2 enrolled employees	\$5	\$5
3 to 4 enrolled employees	\$15	\$10
5 or more enrolled employees	\$42	\$20

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 20 enrolled employees will be paid \$42 per enrolled employee, which equals \$840. If the actual enrollment in June is 22 employees, the commissions for June will be 22 multiplied by \$42, which equals \$924.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.



# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new UnitedHealthcare fully insured medical groups with up to 50 eligible employees\* in Central, North and Southwest Florida<sup>†</sup> with effective dates on or after January 1, 2022, and existing UnitedHealthcare fully insured groups in the same area on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
Up to 2 enrolled employees	\$0	\$0
3 to 4 enrolled employees	\$2	\$2
5 or more enrolled employees	\$32	\$25

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date.
- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year. The tier for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 20 enrolled employees will be paid \$32 per enrolled employee per month, which equals \$640. If the actual enrollment in June is 22 employees, the commissions for June will be 22 multiplied by \$32, which equals \$704.

**\*This commission schedule applies to all of the counties in Florida except** Broward, Indian River, Martin, Miami-Dade, Monroe, Palm Beach and St. Lucie.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.



# Medical benefits



Florida – South

## Medical base commissions

for fully insured groups with up to 50 eligible employees

### UnitedHealthcare and Neighborhood Health Partnership

This commission schedule is effective for all new UnitedHealthcare and Neighborhood Health Partnership (NHP) fully insured medical groups in South Florida\* with up to 50 eligible employees\* with effective dates on or after January 1, 2022, and existing UnitedHealthcare and NHP fully insured groups in the same area on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
Up to 3 enrolled employees	\$2	\$2
4 or more enrolled employees	\$37	\$34

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date.
- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The payment tier for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

### How to calculate commissions

**\*This commission schedule applies only to the following counties in Florida:** Broward, Indian River, Martin, Miami-Dade, Monroe, Palm Beach and St. Lucie.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new UnitedHealthcare fully insured medical groups with up to 50 employees\* in Georgia with effective dates on or after January 1, 2022, and existing UnitedHealthcare fully insured medical groups in the same area on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year payment per enrolled employee per month	Renewal payment per enrolled employee per month
Up to 4 enrolled employees	\$2	\$2
5 or more enrolled employees	\$35	\$30

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 20 enrolled employees will be paid \$35 per enrolled employee, which equals \$700. If the actual enrollment in June is 22 employees, the commissions for June will be 22 multiplied by \$35, which equals \$770.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replace and supersede this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in Idaho with effective dates on or after January 1, 2022, and existing fully insured medical groups in the same area on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year payment per enrolled employee per month	Renewal payment per enrolled employee per month
Up to 3 enrolled employees	\$3	\$3
4 or more enrolled employees	\$20	\$18

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date.
- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The tier for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.
- Changes in the number of sub-groups in multiple-site or multi-segment affiliated groups may trigger a recalculation of the commission rate prior to the next renewal.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 11 enrolled employees will be paid \$20 per enrolled employee per month, which equals \$220 for the first month. If the actual enrollment in June is 10 employees, the commissions for June will be 10 multiplied by \$20, which equals \$200.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for UnitedHealthcare and UnitedHealthcare of the River Valley fully insured medical groups with up to 50 eligible employees\* in Central and Eastern Iowa and Northwestern and Central Illinois+ with effective dates on or after January 1, 2022, and existing fully insured groups in the same areas on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
Up to 3 enrolled employees	\$5	\$5
4 to 5 enrolled employees	\$10	\$10
6 or more enrolled employees	\$35	\$30

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 20 enrolled employees will be paid \$35 per enrolled employee, which equals \$700. If the actual enrollment in June is 22 employees, the commissions for June will be 22 multiplied by \$35, which equals \$770.

\*This commission schedule applies to the following areas:

- **Iowa:** All counties in Iowa except Adams, Cass, Cherokee, Crawford, Fremont, Harrison, Ida, Lyon, Mills, Monona, Montgomery, Obrien, Osceola, Page, Plymouth, Pottawattamie, Shelby, Sioux, Taylor and Woodbury
- **Illinois:** Carroll, Henry, Jo Daviess, Mercer, Rock Island, Whiteside, Henderson, Warren, Knox, Stark, Peoria, Woodford, Livingston, Hancock, McDonough, Fulton, Tazewell, McLean, Stephenson, Ogle, Lee, Bureau, Putnam, Marshall, De Witt, Piatt, Ford, Champaign, Vermillion, Douglas, Edgar, Coles, Clark, and Cumberland Counties
- **Wisconsin:** Crawford and Grant Counties

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.



# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* on the UnitedHealthcare platform in Northern and Central Illinois and Northwestern Indiana+ with effective dates on or after January 1, 2022, and existing UnitedHealthcare platform groups in the same area on their first renewal on or after January 1, 2022.

Medical case size	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
All groups with up to 50 eligible employees	\$38	\$35

- “First-year” commissions are paid for period from the original effective date up to the first renewal date.
- “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date.

### How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 22 enrolled employees will be paid \$38 per enrolled employee, which equals \$836. If the actual enrollment in June is 26 employees, the commissions for June will be 26 multiplied by \$38, which equals \$988.

\*This commission schedule applies to groups in the following areas:

- In **Illinois**: Boone, Cook, DeKalb, DuPage, Grundy, Iroquois, Kane, Kankakee, Lake, LaSalle, Kendall, McHenry, Will and Winnebago Counties;
- In **Indiana**: Lake, LaPorte and Porter Counties

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](https://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in selected counties in Southern Illinois+ with effective dates on or after January 1, 2022, and existing groups in the same area on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year payment per enrolled employee per month	Renewal payment per enrolled employee per month
Up to 3 enrolled employees	\$5	\$5
4 to 5 enrolled employees	\$29	\$10
6 or more enrolled employees	\$25	\$25

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The “renewal” commission rates are paid for all months starting on and after the first renewal date.
- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year. The tier for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.
- Changes in the number of sub-groups in multiple-site or multi-segment affiliated groups may trigger a recalculation of the commission rate prior to the next renewal.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the commission rate. For example, a case with an effective date in November with an initial enrollment of 5 enrolled employees will be paid \$29 per enrolled employee per month, which equals \$145 for that month.

**\*The Southern Illinois commission schedule applies to the following counties in Illinois:** Adams, Alexander, Bond, Brown, Calhoun, Cass, Christian, Clay, Clinton, Crawford, Edwards, Effingham, Fayette, Franklin, Gallatin, Greene, Hamilton, Hardin, Jackson, Jasper, Jefferson, Jersey, Johnson, Lawrence, Logan, Macon, Macoupin, Madison, Marion, Mason, Massac, Menard, Monroe, Montgomery, Morgan, Moultrie, Perry, Pike, Pope, Pulaski, Randolph, Richland, Saline, Sangamon, Schuyler, Scott, Shelby, St. Clair, Union, Wabash, Washington, Wayne, White and Williamson Counties.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule. All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs. All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in Indiana<sup>+</sup> with effective dates on or after January 1, 2022, and existing fully insured groups in Indiana<sup>+</sup> on their first renewal on or after January 1, 2022.

Enrolled medical employees in a group in the current month	Commission for each enrolled medical employee in the assigned row in that month
For the first 2 enrolled medical employees in the month	\$8
For the next 2 enrolled medical employees in the month	\$10
For the next 10 enrolled medical employees in the month	\$35
For the remaining enrolled medical employees in the month	\$22

### How to calculate commissions

The monthly commission payment is calculated by allocating the actual number of enrolled medical employees in a group in the month to the commission table. Enrolled employees are assigned to the table starting with the first row in the commission table up to the number of employees indicated in the row. Any excess employees are assigned to the subsequent rows in the table as indicated and will be paid the commission rates in those rows.

For example, a case with an actual enrollment of 30 enrolled employees in a specified month will have 2 enrolled employees in the first row, 2 in the second row, 10 in the third row and 16 in the fourth row. The commissions on the case for that month are \$738, which is the sum of: 2 multiplied by \$8, plus 2 multiplied by \$10, plus 10 multiplied by \$35, plus 16 multiplied by \$22. This process is repeated every month the case is active using the actual enrolled medical count for the month.

<sup>+</sup>This commission schedule applies to all counties in **Indiana**, except Dearborn, Lake, LaPorte, Ohio, Porter and Switzerland Counties.

*Commissions vary by the group's location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of "up to 50 eligible employees" is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.



# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for UnitedHealthcare and UnitedHealthcare of the River Valley fully insured medical groups with up to 50 eligible employees\* in Central and Eastern Iowa and Northwestern and Central Illinois+ with effective dates on or after January 1, 2022, and existing fully insured groups in the same areas on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
Up to 3 enrolled employees	\$5	\$5
4 to 5 enrolled employees	\$10	\$10
6 or more enrolled employees	\$35	\$30

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 20 enrolled employees will be paid \$35 per enrolled employee, which equals \$700. If the actual enrollment in June is 22 employees, the commissions for June will be 22 multiplied by \$35, which equals \$770.

\*This commission schedule applies to the following areas:

- **Iowa:** All counties in Iowa except Adams, Cass, Cherokee, Crawford, Fremont, Harrison, Ida, Lyon, Mills, Monona, Montgomery, Obrien, Osceola, Page, Plymouth, Pottawattamie, Shelby, Sioux, Taylor and Woodbury
- **Illinois:** Carroll, Henry, Jo Daviess, Mercer, Rock Island, Whiteside, Henderson, Warren, Knox, Stark, Peoria, Woodford, Livingston, Hancock, McDonough, Fulton, Tazewell, McLean, Stephenson, Ogle, Lee, Bureau, Putnam, Marshall, De Witt, Piatt, Ford, Champaign, Vermillion, Douglas, Edgar, Coles, Clark, and Cumberland Counties
- **Wisconsin:** Crawford and Grant Counties

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.



# Medical benefits

Kansas –  
Kansas City Region

## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in Kansas\* with effective dates on or after January 1, 2022, and existing groups in Kansas on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year payment per enrolled employee per month	Renewal payment per enrolled employee per month
Up to 3 enrolled employees	\$5	\$5
4 to 5 enrolled employees	\$29	\$10
6 to 25 enrolled employees	\$32	\$29
26 or more enrolled employees	\$25	\$22

- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The tier for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the commission rate. For example, a case with an effective date in November with an initial enrollment of 5 enrolled employees will be paid \$29 per enrolled employee per month, which equals \$145 for that month.

\*This commission schedule applies to the following areas: All of **Kansas** except Sedgwick, Butler and Reno Counties.

*Commissions vary by the group's location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of "up to 50 eligible employees" is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



Kansas – Wichita Area

## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in Kansas\* with effective dates on or after January 1, 2022, and existing groups in Kansas on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
Up to 3 enrolled employees	\$5	\$5
4 to 5 enrolled employees	\$10	\$10
6 to 25 enrolled employees	\$32	\$29
26 or more enrolled employees	\$25	\$22

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

\*This commission schedule applies only to **Sedgwick, Butler and Reno Counties in Kansas**.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in Kentucky\* with effective dates on or after January 1, 2022, and existing fully insured groups in the same area on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	Commissions per enrolled employee per month
Up to 3 enrolled employees	\$5
4 to 19 enrolled employees	\$25
20 or more enrolled employees	\$20

- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a case with an effective date in March with an initial enrollment of 18 enrolled employees will be paid \$25 per enrolled employee per month, which equals \$450 for the first month. If the actual enrollment in June is 22 employees, the commissions for June will be 22 multiplied by \$25, which equals \$550.

\*This commission schedule applies to all of the counties in **Kentucky** except Boone, Campbell and Kenton.

*Commissions vary by the group's location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of "up to 50 eligible employees" is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new UnitedHealthcare fully insured medical groups with up to 50 eligible employees\* in Louisiana with effective dates on or after January 1, 2022, and existing UnitedHealthcare groups in the same area on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size (up to 50 eligible employees)	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
Up to 4 enrolled employees	\$1	\$1
5 to 15 enrolled employees	\$42	\$37
16 to 25 enrolled employees	\$34	\$27
26 or more enrolled employees	\$32	\$22

## Medical base commissions for groups with 51 to 100 eligible employees

This commission schedule is effective for new fully insured medical groups with 51 to 100 eligible employees\* in Louisiana with effective dates on or after January 1, 2022, and existing UnitedHealthcare groups with 51 to 100 eligible employees in Louisiana on their first renewal on or after January 1, 2022.

Medical case size	Payment per enrolled employee per month
All groups with 51 to 100 eligible employees	\$29

## Medical base commissions for groups with 101 or more eligible employees

This commission schedule is effective for all new fully insured medical groups categorized as having 101 or more eligible employees\* in Louisiana with effective dates on or after January 1, 2022, and existing UnitedHealthcare fully insured medical groups categorized as having 101 or more eligible employee in Louisiana on their first renewal on or after January 1, 2022.

Medical case size (101 or more eligible employees)	Commissions
Up to 199 enrolled employees	4% of paid Premium
200 to 499 enrolled employees	3% of paid Premium
500 to 999 enrolled employees	2% of paid Premium
1,000 or more enrolled employees	1% of paid Premium

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date.
- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year. The tier for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

### How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 22 enrolled employees will be paid \$34 per enrolled employee per month for March, which equals \$748. If the actual enrollment in June is 26 employees, the commissions for June will be 26 multiplied by \$34, which equals \$884.

*Commissions vary by the group's location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule. All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs. All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in Maine with effective dates on or after January 1, 2022, and existing fully insured medical groups in the same area on their first renewal on or after January 1, 2022.

Medical case size	First-year payment per enrolled employee per month	Renewal payment per enrolled employee per month
Up to 3 enrolled employees	\$10	\$10
4 or more enrolled employees	\$28	\$25

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 22 enrolled employees will be paid \$28 per enrolled employee per month, which equals \$616 for the first month. If the actual enrollment in June is 26 employees, the commissions for June will be 26 multiplied by \$28, which equals \$728.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 employees\* on the UnitedHealthcare platform in Maryland with effective dates on or after January 1, 2022, and existing UnitedHealthcare platform groups in Maryland on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year payment per enrolled employee per month	Renewal payment per enrolled employee per month
All groups with up to 50 eligible employees	\$40	\$20

- “First-year” commissions are paid for period from the original effective date up to the first renewal date.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date.

### How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 20 enrolled employees will be paid \$40 per enrolled employee, which equals \$800. If the actual enrollment in June is 22 employees, the commissions for June will be 22 multiplied by \$40, which equals \$880.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

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*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in Massachusetts with effective dates on or after January 1, 2022, and existing fully insured medical groups in the same area on their first renewal on or after January 1, 2022.

Medical case size	First-year payment per enrolled employee per month	Renewal payment per enrolled employee per month
Up to 3 enrolled employees	\$5	\$5
4 or more enrolled employees	\$30	\$27

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 22 enrolled employees will be paid \$30 per enrolled employee per month, which equals \$660 for the first month. If the actual enrollment in June is 26 employees, the commissions for June will be 26 multiplied by \$30, which equals \$780.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

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*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.



# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in Michigan with effective dates on or after January 1, 2022, and existing fully insured groups in Michigan on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
Up to 4 enrolled employees	\$6	\$4
5 or more enrolled employees	\$30	\$23

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 22 enrolled employees will be paid \$30 per enrolled employee per month, which equals \$660 for the first month. If the actual enrollment in June is 26 employees, the commissions for June will be 26 multiplied by \$30, which equals \$780.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.



# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in Minnesota with effective dates on or after January 1, 2022, and existing fully insured groups in Minnesota on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commission per enrolled employee per month	Renewal commission per enrolled employee per month
Up to 3 enrolled employees	\$10	\$10
4 or more enrolled employees	\$28	\$26

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 11 enrolled employees will be paid \$28 per enrolled employee per month, which equals \$308 for the first month. If the actual enrollment in June is 10 employees, the commissions for June will be 10 multiplied by \$28, which equals \$280.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

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*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new UnitedHealthcare fully insured medical groups with up to 50 eligible employees\* in Mississippi with effective dates on or after January 1, 2022, and existing UnitedHealthcare fully insured medical groups in Mississippi on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
Up to 4 enrolled employees	\$3	\$3
5 to 9 enrolled employees	\$35	\$29
10 or more enrolled employees	\$26	\$21

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date.
- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year. The tier for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.
- Changes in the number of sub-groups in multiple-site or multi-segment affiliated groups may trigger a recalculation of the commission rate prior to the next renewal.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 22 enrolled employees will be paid \$26 per enrolled employee per month for March, which equals \$572. If the actual enrollment in June is 26 employees, the commissions for June will be 26 multiplied by \$26, which equals \$676.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

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*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

for fully insured groups with up to 50 eligible employees

### Missouri

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in Missouri with effective dates on or after January 1, 2022, and existing groups in Missouri on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year payment per enrolled employee per month	Renewal payment per enrolled employee per month
Up to 3 enrolled employees	\$5	\$5
4 to 5 enrolled employees	\$29	\$10
6 to 25 enrolled employees	\$29	\$29
26 or more enrolled employees	\$22	\$22

### Southern Illinois

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in selected counties in Southern Illinois+ with effective dates on or after January 1, 2022, and existing groups in the same area on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year payment per enrolled employee per month	Renewal payment per enrolled employee per month
Up to 3 enrolled employees	\$5	\$5
4 to 5 enrolled employees	\$29	\$10
6 or more enrolled employees	\$25	\$25

\*The Southern Illinois commission schedule applies to the following counties in Illinois: Adams, Alexander, Bond, Brown, Calhoun, Cass, Christian, Clay, Clinton, Crawford, Edwards, Effingham, Fayette, Franklin, Gallatin, Greene, Hamilton, Hardin, Jackson, Jasper, Jefferson, Jersey, Johnson, Lawrence, Logan, Macon, Macoupin, Madison, Marion, Mason, Massac, Menard, Monroe, Montgomery, Morgan, Moultrie, Perry, Pike, Pope, Pulaski, Randolph, Richland, Saline, Sangamon, Schuyler, Scott, Shelby, St. Clair, Union, Wabash, Washington, Wayne, White and Williamson Counties.

continued

\*Classification as a group of "up to 50 eligible employees" is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The “renewal” commission rates are paid for all months starting on and after the first renewal date.
- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year. The tier for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.
- Changes in the number of sub-groups in multiple-site or multi-segment affiliated groups may trigger a recalculation of the commission rate prior to the next renewal.

## How to calculate commissions

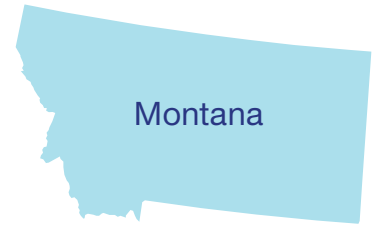
The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the commission rate. For example, a case with an effective date in November with an initial enrollment of 5 enrolled employees will be paid \$29 per enrolled employee per month, which equals \$145 for that month.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](https://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in Montana with effective dates on or after January 1, 2022, and existing fully insured medical groups in Montana on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	Payment per enrolled employee per month
Up to 3 enrolled employees	\$3
4 to 25 enrolled employees	\$24
26 or more enrolled employees	\$20

- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The tier for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.
- Changes in the number of sub-groups in multiple-site or multi-segment affiliated groups may trigger a recalculation of the commission rate prior to the next renewal.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a case with an effective date in March with an initial enrollment of 22 enrolled employees will be paid \$24 per enrolled employee, which equals \$528. If the actual enrollment in June is 26 employees, the commissions for June will be 26 multiplied by \$24, which equals \$624.

*Commissions vary by the group's location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

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\*Classification as a group of "up to 50 eligible employees" is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits


 Nebraska

## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 employees\* on the UnitedHealthcare platform in Nebraska+ with effective dates on or after January 1, 2022, and existing UnitedHealthcare platform fully insured groups in the same area+ on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
Up to 5 enrolled employees	\$4	\$4
6 or more enrolled employees	\$35	\$30

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 20 enrolled employees will be paid \$35 per enrolled employee, which equals \$700. If the actual enrollment in June is 22 employees, the commissions for June will be 22 multiplied by \$35, which equals \$770.

**\*This commission schedule applies to all of the counties in Nebraska, and the following counties in Iowa:** Adams, Cass, Cherokee, Crawford, Fremont, Harrison, Ida, Lyon, Mills, Monona, Montgomery, Obrien, Osceola, Page, Plymouth, Pottawattamie, Shelby, Sioux, Taylor and Woodbury.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

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\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits


 Nevada

## Medical base commissions for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new Health Plan of Nevada, Sierra Health and Life, and UnitedHealthcare fully insured medical groups with up to 50 eligible employees\* in Nevada with effective dates on or after January 1, 2022, and existing Health Plan of Nevada, Sierra Health and Life, and UnitedHealthcare fully insured medical groups in Nevada on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	Commission per enrolled employee per month
Up to 3 enrolled employees	\$10
4 or more enrolled employees	\$34

- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The tier for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

### How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a case with an effective date in March with an initial enrollment of 20 enrolled employees will be paid \$34 per enrolled employee that month, which equals \$680. If the actual enrollment in June is 26 employees, the commissions for June will be 26 multiplied by \$34, which equals \$884.

*Commissions vary by the group's location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](https://www.uh.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

*Association Health Plans Commissions: Please contact your UnitedHealthcare sales office ([800-873-0004](tel:800-873-0004)) for information on the commission schedules for Association Health Plans.*

\*Classification as a group of "up to 50 eligible employees" is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.



# Medical benefits



New Hampshire

## Medical base commissions for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in New Hampshire with effective dates on or after January 1, 2022, and existing fully insured groups in the same area on their first renewal on or after January 1, 2022.

Medical case size	Payment per enrolled employee per month
Up to 2 enrolled employees	\$15
3 to 9 enrolled employees	\$30
10 to 25 enrolled employees	\$33
26 or more enrolled employees	\$35

- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

### How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 20 enrolled employees will be paid \$33 per enrolled employee per month, which equals \$660 for the first month. If the actual enrollment in June is 26 employees, the commissions for June will be 22 multiplied by \$33, which equals \$726.

*Commissions vary by the group's location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

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# Medical benefits



## Medical base commissions for fully insured groups with up to 50 eligible employees

The following commission schedule is effective for all new Oxford and UnitedHealthcare fully insured medical groups with up to 50 eligible employees in New Jersey with effective dates on or after January 1, 2022, and existing Oxford and UnitedHealthcare fully insured medical groups in New Jersey on their first renewal on or after January 1, 2022.

Medical case size	Commissions per enrolled employee per month
All groups with up to 50 eligible employees	\$54

### How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the commission rate. For example, a case with an effective date in March with an initial enrollment of 20 enrolled employees will be paid \$54 per enrolled employee per month, which equals \$1,080 for the first month.

*Commissions vary by the group's location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

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# Medical benefits



New Mexico

## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in New Mexico with effective dates on or after January 1, 2022, and existing fully insured medical groups in New Mexico on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
Up to 3 enrolled employees	\$15	\$15
4 to 20 enrolled employees	\$40	\$35
21 or more enrolled employees	\$35	\$25

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date.
- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year. The tier for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.
- Changes in the number of sub-groups in multiple-site or multi-segment affiliated groups may trigger a recalculation of the commission rate prior to the next renewal.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 20 enrolled employees will be paid \$40 per enrolled employee per month, which equals \$800 for the first month. If the actual enrollment in June is 22 employees, the commissions for June will be 22 multiplied by \$40, which equals \$880.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions for fully insured groups with up to 100 FTE's

### Oxford and UnitedHealthcare medical products

This commission schedule is effective for all new Oxford and UnitedHealthcare fully insured medical groups with up to 100 FTE's in New York with effective dates on or after January 1, 2022, and existing Oxford and UnitedHealthcare fully insured medical groups in New York on their first renewal on or after January 1, 2022.

Medical case size	Commissions
All groups with up to 100 FTE's	3.75% of paid premium

### How to calculate commissions

The monthly commission payment is calculated by multiplying paid premium for the month by the percentage indicated. For example, if the paid premium in a specified month for an Oxford product for a group in New York is \$10,000, the commissions for that month will be 3.75% times \$10,000, or \$375.

*Commissions vary by the group's location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in North Carolina with effective dates on or after January 1, 2022, and existing fully insured medical groups in North Carolina on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year payment per enrolled employee per month	Renewal payment per enrolled employee per month
Up to 3 enrolled employees	\$4	\$4
4–5 enrolled employees	\$25	\$4
6 or more enrolled employees	\$30	\$27

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date.
- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. Once the tier and commission rate is established for a period, that commission rate will be used until the next renewal regardless of any changes to the enrolled employee count that occur during the period that the rate is in effect.
- Changes in the number of sub-groups in multiple-site or multi-segment affiliated groups may trigger a recalculation of the commission rate prior to the next renewal.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 5 enrolled employees will be paid \$25 per enrolled employee per month, which equals \$125 for the first month. If the actual enrollment in June is 7 employees, the commissions for June will be 7 multiplied by \$30, which equals \$210.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



North Dakota

## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in North Dakota with effective dates on or after January 1, 2022, and existing fully insured groups in North Dakota on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commission per enrolled employee per month	Renewal commission per enrolled employee per month
Up to 3 enrolled employees	\$3	\$3
4 or more enrolled employees	\$25	\$23

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 11 enrolled employees will be paid \$25 per enrolled employee per month, which equals \$275 for the first month. If the actual enrollment in June is 10 employees, the commissions for June will be 10 multiplied by \$25, which equals \$250.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new UnitedHealthcare fully insured medical groups in Ohio\* (including Employer Resource Council Health Alliance (ERC) and Southern Ohio Chamber Alliance (SOCA) groups) with up to 50 eligible employees\* with effective dates on or after January 1, 2022. The schedule also applies to existing UnitedHealthcare fully insured groups (including ERC and SOCA) in the same area on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
Up to 4 enrolled employees	\$5	\$5
5 or more enrolled employees	\$27	\$24

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 20 enrolled employees will be paid \$27 per enrolled employee, which equals \$540. If the actual enrollment in June is 22 employees, the commissions for June will be 22 multiplied by \$27, which equals \$594.

**\*This commission schedule applies to** all counties in **Ohio**. This commission schedule also applies to Dearborn, Ohio and Switzerland Counties in **Indiana**, and Boone, Campbell and Kenton Counties in **Kentucky**.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*


*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

*Association Health Plans and MEWA Commissions: Please contact your UnitedHealthcare sales office for information on the commission schedules for Association Health Plans and MEWA’s.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits


 Oklahoma

## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in Oklahoma with effective dates on or after January 1, 2022, and existing fully insured groups in Oklahoma on their first renewal on or after January 1, 2022.

Medical case size	Commission per enrolled employee per month
All groups with up to 50 eligible employees*	\$26

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the commission rate. For example, a case with an effective date in March with an initial enrollment of 22 enrolled employees will be paid \$26 per enrolled employee per month, which equals \$572 for that month.

*Commissions vary by the group's location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of "up to 50 eligible employees" is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in Oregon with effective dates on or after January 1, 2022, and existing groups with up to 50 eligible employees in Oregon on their first renewal on or after January 1, 2022.

Medical case size	First-year commission per enrolled employee per month	Renewal commission per enrolled employee per month
All groups with up to 50 eligible employees*	\$25	\$20

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the commission rate. For example, commissions on a first-year case with an enrollment of 22 enrolled employees in a specified month will be paid \$25 per enrolled employee per month, which equals \$550 for that month.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*


*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](https://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.



# Medical benefits



Pennsylvania – Southeastern

## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new UnitedHealthcare fully insured medical groups with up to 50 eligible employees\* in Southeastern Pennsylvania<sup>†</sup> with effective dates on or after January 1, 2022, and existing UnitedHealthcare fully insured groups in the same area on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year payment per enrolled employee per month	Renewal payment per enrolled employee per month
Up to 4 enrolled employees	\$3	\$3
5 or more enrolled employees	\$37	\$32

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 22 enrolled employees will be paid \$37 per enrolled employee per month for March, which equals \$814. If the actual enrollment in June is 26 employees, the commissions for June will be 26 multiplied by \$37, which equals \$962.

**\*This commission schedule applies only to the following counties in Pennsylvania:** Berks, Bucks, Chester, Delaware, Lancaster, Lehigh, Montgomery, Northampton and Philadelphia.

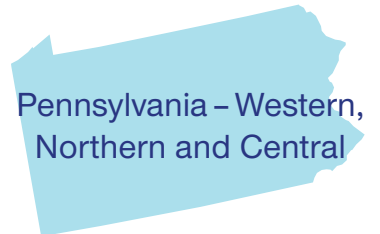
*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



Pennsylvania – Western,  
Northern and Central

## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in Western, Northern and Central Pennsylvania\* with effective dates on or after January 1, 2022, and existing fully insured groups in the same area on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year payment per enrolled employee per month	Renewal payment per enrolled employee per month
Up to 4 enrolled employees	\$3	\$3
5 or more enrolled employees	\$23	\$20

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 22 enrolled employees will be paid \$23 per enrolled employee per month, which equals \$506 for the first month. If the actual enrollment in June is 26 employees, the commissions for June will be 26 multiplied by \$23, which equals \$598.

**\*This commission schedule applies to all of the counties in Pennsylvania except:** Berks, Bucks, Chester, Delaware, Lancaster, Lehigh, Montgomery, Northampton and Philadelphia.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new UnitedHealthcare fully insured medical groups with up to 50 eligible employees\* in Rhode Island with effective dates on or after January 1, 2022, and existing UnitedHealthcare fully insured medical groups in Rhode Island on their first renewal on or after January 1, 2022.

Medical case size	Payment per enrolled employee per month
All groups with up to 50 eligible employees*	\$25

### How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the commission rate. For example, commissions on a case with an enrollment of 20 enrolled employees in a specified month will be paid \$25 per enrolled employee per month, which equals \$500 for that month.

*Commissions vary by the group's location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of "up to 50 eligible employees" is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions for fully insured groups with up to 50 eligible employees

The following commission schedules are effective for new fully insured medical groups with up to 50 eligible employees\* in South Carolina with effective dates on or after January 1, 2022, and existing fully insured medical groups in the same area on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
Up to 3 enrolled employees	\$4	\$4
4 or more enrolled employees	\$25	\$20

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date.
- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. Once the tier and commission rate is established for a period, that commission rate will be used until the next renewal regardless of any changes to the enrolled employee count that occur during the period that the rate is in effect.

### How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 22 enrolled employees will be paid \$25 per enrolled employee per month, which equals \$550 for the first month. If the actual enrollment the following June is 20 employees, the commissions for June will be 20 multiplied by \$25, which equals \$500.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



South Dakota

## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in South Dakota with effective dates on or after January 1, 2022, and existing fully insured groups in South Dakota on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commission per enrolled employee per month	Renewal commission per enrolled employee per month
Up to 3 enrolled employees	\$3	\$3
4 or more enrolled employees	\$27	\$25

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 11 enrolled employees will be paid \$27 per enrolled employee per month, which equals \$297 for the first month. If the actual enrollment in June is 10 employees, the commissions for June will be 10 multiplied by \$27, which equals \$270.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



Tennessee and  
Southwest Virginia

## Medical base commissions

for fully insured groups with up to 50 eligible employees

### Tennessee and Southwest Virginia<sup>+</sup>

This commission schedule is effective for new UnitedHealthcare fully insured medical groups with up to 50 employees\* in Tennessee and Southwest Virginia<sup>+</sup> with effective dates on or after January 1, 2022, and existing UnitedHealthcare fully insured medical groups in the same area on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
Up to 2 enrolled employees	\$8	\$6
3 to 4 enrolled employees	\$15	\$10
5 or more enrolled employees	\$33	\$28

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

### How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 22 enrolled employees will be paid \$33 per enrolled employee per month for March, which equals \$726. If the actual enrollment in June is 26 employees, the commissions for June will be 26 multiplied by \$33, which equals \$858.

**\*This commission schedule applies to all of Tennessee plus the following areas in Southwest Virginia:** Bland, Buchanan, Carroll, Dickenson, Grayson, Lee, Russell, Scott, Smyth, Tazewell, Washington, Wise and Wythe Counties, plus the independent cities of Bristol, Galax and Norton.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

The following commission schedule is effective for all new UnitedHealthcare fully insured medical groups in Texas with up to 50 employees with effective dates on or after January 1, 2022. This commission schedule will also apply to any UnitedHealthcare medical groups in Texas that on or after January 1, 2022 move to another UnitedHealthcare product with up to 50 employees that has a different certificate of coverage.

Medical case size	Commissions
Up to 50 eligible employees	4.25% of paid premium

Existing UnitedHealthcare fully insured medical groups in Texas that have effective dates prior to July 1, 2021 will remain on their current base commission rate.

UnitedHealthcare groups in Texas that move to another UnitedHealthcare product with up to 50 employees that has a different certificate of coverage on or after July 1, 2021 will be paid under the base commission rate currently effective for new business.

## How to calculate commissions

The monthly commission payment is calculated by multiplying paid premium for the month by the percentage indicated. For example, if the paid premium in a specified month is \$10,000, the commissions for that month will be 4.25% times \$10,000, or \$425.

*Commissions vary by the group's location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](https://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

*Association Health Plans Commissions: Please contact your UnitedHealthcare sales office for information on the commission schedules for Association Health Plans.*

\*Classification as a group of "up to 50 eligible employees" is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.



# Medical benefits



## Medical base commissions for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in The United States Virgin Islands with effective dates on or after January 1, 2022, and existing fully insured medical groups in the same area on their first renewal on or after January 1, 2022.

Medical case size	First-year commissions percent of paid premium	Renewal commissions percent of paid premium
Up to 3 enrolled employees	4%	3%
4 or more enrolled employees	7%	5.5%

- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The tier for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.
- Changes in the number of sub-groups in multiple-site or multi-segment affiliated groups may trigger a recalculation of the commission rate prior to the next renewal.

### How to calculate commissions

The monthly commission payment is calculated by multiplying paid premium for the month by the percentage indicated. For example, if the paid premium for a first-year group with 20 enrolled employees in a specified month is \$10,000, the commissions for that month will be 7% times \$10,000, or \$700.

*Commissions vary by the group's location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](https://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of "up to 50 eligible employees" is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.



# Medical benefits


 Utah

## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 employees\* on the UnitedHealthcare platform in Utah with effective dates on or after January 1, 2022, and existing fully insured UnitedHealthcare medical groups in Utah on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
Up to 24 enrolled employees	\$40	\$35
25 or more enrolled employees	\$35	\$30

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date.
- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year. The tier for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.
- Changes in the number of sub-groups in multiple-site or multi-segment affiliated groups may trigger a recalculation of the commission rate prior to the next renewal.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 22 enrolled employees will be paid \$40 per enrolled employee, which equals \$880. If the actual enrollment in June is 26 employees, the commissions for June will be 26 multiplied by \$40, which equals \$1,040.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.



# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in Virginia<sup>†</sup> with effective dates on or after January 1, 2022, and existing groups in the same area on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year commissions per enrolled employee per month	Renewal commissions per enrolled employee per month
Up to 2 enrolled employees	\$2	\$2
3 to 4 enrolled employees	\$5	\$5
5 or more enrolled employees	\$40	\$20

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 20 enrolled employees will be paid \$40 per enrolled employee, which equals \$800. If the actual enrollment in June is 22 employees, the commissions for June will be 22 multiplied by \$40, which equals \$880.

**\*This commission schedule applies to all of Virginia except these counties and cities in Southwest Virginia:** Bland, Buchanan, Carroll, Dickenson, Grayson, Lee, Russell, Scott, Smyth, Tazewell, Washington, Wise and Wythe Counties, plus the independent cities of Bristol, Galax and Norton.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in Washington with effective dates on or after January 1, 2022, and existing fully insured medical groups in Washington on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year payment per enrolled employee per month	Renewal payment per enrolled employee per month
Up to 4 enrolled employees	\$3	\$3
5 or more enrolled employees	\$35	\$30

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date.
- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year. The tier for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.
- Changes in the number of sub-groups in multiple-site or multi-segment affiliated groups may trigger a recalculation of the commission rate prior to the next renewal.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 20 enrolled employees will be paid \$35 per enrolled employee per month, which equals \$700 for the first month. If the actual enrollment in June is 22 employees, the commissions for June will be 22 multiplied by \$35, which equals \$770.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new fully insured medical groups with up to 50 eligible employees\* in West Virginia with effective dates on or after January 1, 2022, and existing groups in West Virginia on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year payment per enrolled employee per month	Renewal payment per enrolled employee per month
Up to 4 enrolled employees	\$5	\$5
5 or more enrolled employees	\$33	\$25

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 20 enrolled employees will be paid \$33 per enrolled employee, which equals \$660. If the actual enrollment in June is 22 employees, the commissions for June will be 22 multiplied by \$33, which equals \$726.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of “up to 50 eligible employees” is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.

# Medical benefits



## Medical base commissions

### for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new UnitedHealthcare fully insured medical groups with up to 50 eligible employees\* in Wisconsin\* with effective dates on or after January 1, 2022, and existing UnitedHealthcare fully insured groups in Wisconsin on their first renewal on or after January 1, 2022. The number of enrolled medical employees in the case determines the commission rate paid per employee.

Medical case size	First-year payment per enrolled employee per month	Renewal payment per enrolled employee per month
Up to 3 enrolled employees	\$10	\$10
4 or more enrolled employees	\$30	\$25

- “First-year” commissions are paid for period from the original effective date up to the first renewal date. The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The “Renewal” commission rates are paid for all months starting on and subsequent to the first renewal date. The payment tier used for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.

## How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the appropriate commission rate from the commission table. For example, a first-year case with an effective date in March with an initial enrollment of 20 enrolled employees will be paid \$30 per enrolled employee, which equals \$600. If the actual enrollment in June is 22 employees, the commissions for June will be 22 multiplied by \$30, which equals \$660.

\*This commission schedule applies to all counties in **Wisconsin** except Crawford and Grant.

*Commissions vary by the group’s location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

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# Medical benefits



Wyoming

## Medical base commissions for fully insured groups with up to 50 eligible employees

This commission schedule is effective for new UnitedHealthcare fully insured medical groups with up to 50 eligible employees\* in Wyoming with effective dates on or after January 1, 2022, and existing UnitedHealthcare fully insured groups in Wyoming on their first renewal on or after January 1, 2022.

Medical case size	First-year payment per enrolled employee per month	Renewal payment per enrolled employee per month
Groups with up to 3 enrolled employees	\$3	\$3
Groups with 4 or more enrolled employees	\$25	\$20

- The payment tier used for new groups is established using the enrolled medical employee count at the time of initial enrollment as determined by us. This commission rate will be used for the entire plan year regardless of any changes to the enrolled medical employee count that occur during the year.
- The tier for renewing cases will be established using the enrolled medical employee count at a time determined by us, usually reflecting the billed employee count for the first month of the new contract period. The new commission rate will be used for the entire renewal period regardless of any changes to the enrolled employee count that occur during the renewal period.
- Changes in the number of sub-groups in multiple-site or multi-segment affiliated groups may trigger a recalculation of the commission rate prior to the next renewal.

### How to calculate commissions

The monthly commission payment is calculated by multiplying the actual number of enrolled medical employees in the case during any month by the commission rate. For example, a case with an effective date in March with an initial enrollment of 20 enrolled employees will be paid \$25 per enrolled employee per month, which equals \$500 for the first month. If the actual enrollment in June is 22 employees, the commissions for June will be 22 multiplied by \$25, which equals \$550.

*Commissions vary by the group's location. Please contact your UnitedHealthcare sales office for base commission schedules in other areas. Some medical products may have a specified commission schedule that replaces and supersedes this schedule.*

*All UnitedHealthcare commissions and bonus programs are subject to the Agent/Agency Agreement and the policies contained in other sections of this guide. Please refer to that information for complete guidelines related to our producer compensation programs.*

*All Savers Alternate Funding Commissions: Please contact your UnitedHealthcare sales office or reference the online producer portal ([UHOne.com/broker](http://UHOne.com/broker)) for the most current All Savers Alternate Funding commission schedule for your area.*

\*Classification as a group of "up to 50 eligible employees" is determined by us considering a number of factors. Please see Case Size Designations on page 3 for details.



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