



# New sales bonus

## For converting UnitedHealthcare fully insured medical cases to All Savers Alternate Funding

UnitedHealthcare is offering a bonus to agents who convert existing UnitedHealthcare fully insured medical groups in Western Pennsylvania to All Savers Alternate Funding groups with up to 50 eligible employees from April 1, 2021 through December 31, 2021. Eligible agents will receive a bonus of \$1,000 for eligible medical group that converts during the bonus period.

Eligible groups are existing UnitedHealthcare fully insured medical groups with up to 50 eligible employees that are located in Western Pennsylvania (please see Program Detail 1 for exact geography) that convert directly to All Savers Alternate Funding or UnitedHealthcare level-funded medical coverage from April 1, 2021 through December 31, 2021.

## Program details

1. Groups eligible for this bonus are existing UnitedHealthcare fully insured medical groups that:
  - a. Have up to 50 eligible employees;
  - b. Convert directly to All Savers Alternate Funding or UnitedHealthcare level-funded medical groups with up to 50 eligible employees with conversion dates from April 1, 2021 through December 31, 2021; and
  - c. Are located in the following counties in Pennsylvania: Allegheny, Armstrong, Beaver, Bedford, Blair, Butler, Cambria, Cameron, Centre, Clarion, Clearfield, Crawford, Elk, Erie, Fayette, Forest, Greene, Huntingdon, Indiana, Jefferson, Lawrence, McKean, Mercer, Potter, Somerset, Venango, Warren, Washington and Westmoreland
2. All converted groups must be active on December 31, 2021 to be included in the bonus calculations.
3. The Agent of Record at the time of the conversion must remain the Agent of Record on December 31, 2021 to be included in the bonus calculations.
4. Classification as a group “with up to 50 eligible employees” is determined by us considering a number of factors, including the enrollment at some point in time. We reserve the right to classify groups according to our rules, regardless of a group’s actual enrollment at any time.
5. All bonus payments will be made to the agent or agency to which the commissions are paid. The bonus will be paid after the bonus period is over and when all information required for verification of enrollment data and calculation of the bonus is available.
6. For dual or multiple broker arrangements, the bonus will be allocated in the same proportion as the commissions are split on the case.
7. General Agents are not eligible for the bonus.
8. Special rules apply to payment of bonuses for non-commissionable customers and customers referred to as “Governmental Entities” in the UnitedHealthcare Agent/Agency Agreement. We require written customer acknowledgment and approval before paying bonuses on all non-commissionable customers, and on commissionable governmental entity customers. Any limits on compensation in the RFP, RFI, bid specifications or other written instructions for governmental entities cannot be exceeded. Please refer to the Producer Compensation Policies and Practices in the Producer Performance Guide for more information.

All terms and conditions of the UnitedHealthcare Agent/Agency Agreement and the Producer Performance Guide apply to all compensation programs. This Bonus Program is offered at the sole discretion of UnitedHealthcare and can be terminated or modified by UnitedHealthcare at any time and without notice.