



2026-2027 UPMC Health Plan Group New Business Producer Incentive Program

UPMC is pleased to announce our New Business Producer Incentive Program. Through the Program, if you sell a new employer group in the 51-99 or 100+ market segments with an effective date of Sept. 1, 2026, through Jan. 1, 2027, you will receive a per-contract incentive.

Bonus details for all service areas

- **New Sales Bonus:** One-time \$500 per-contract bonus for new groups effective Sept. 1, 2026 through Jan. 1, 2027 (maximum of \$25,000 per group).

Terms and Conditions

- The New Business Producer Incentive Program (the “Program”) is subject to the terms and conditions of the Producer Agreement between the contracted producer or General Agency and UPMC Health Plan. (A Direct Agency, stand-alone producer, and sub-producer under a General Agency would be eligible for the incentive.)
- To be eligible, the employer group must be in the 51-99 or 100+ market segment to qualify for the incentive.
- Incentive payment pursuant to this Program will be made within 60 days of the group's effective date for all eligible effective dates. Determination of payment for all earned awards under this Program will be at the sole discretion of UPMC Health Plan.
- UPMC Health Plan may, in its sole discretion, cancel, amend, terminate, or suspend this Program at any time.
- This Program applies to new fully insured group and Self Assure business only. Traditional ASO groups do not qualify – unless UPMC Health Plan stop loss coverage is sold as part of the quote.
- Payment of any applicable earned incentives under this plan will be payable to the writing producer and paid through the General Agency, or Direct Agency, if applicable.
- For a producer to qualify for this Program, the group must remain in force with UPMC Health Plan for 12 months from the group's effective date.
- This producer incentive is for new business only.
- Eligibility for incentive payment under this Program will be based on initial enrollment count on the effective date of the group's agreement with UPMC Health Plan.
- Market segment is based on total average employee count from the preceding calendar year.
- UPMC Health Plan reserves the right to recoup any or all incentives paid as part of this Program if it determines at any time that any Program requirement is not being or was not satisfied. Recovery of paid incentives by UPMC Health Plan will be conducted by offsetting producer or agency commission payments, as applicable, unless other payment arrangements are made and agreed to in writing by UPMC Health Plan.

If you have any questions, please contact your sales executive.



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UPMC Health Plan
U.S. Steel Tower, 600 Grant Street
Pittsburgh, PA 15219