



# BROKER BONUS PLAN

The Broker Bonus Plan was developed to reward Brokers/Brokerages based on the number of new Personal Health Plans sold during the year. To qualify, a minimum of 12 new Personal Health Plans must be sold in one calendar year. Personal Health Plans include:

- Blue Choice® Plans
- Conversion Plans

## BONUS LEVELS

Number of Policies Sold	Bonus Calculation
12 to 14	15% of Personal Health Plans Commission (New Sales) + 12% Personal Health Plans Retention Commission (Renewals)
15 to 19	20% of Personal Health Plans Commission (New Sales) + 12% Personal Health Plans Retention Commission (Renewals)
20 or more	25% of Personal Health Plans Commission (New Sales) + 12% Personal Health Plans Retention Commission (Renewals)

## HOW TO CALCULATE YOUR BONUS

The following new Personal Health Plans were sold by your Brokerage in 2019:

9 new Blue Choice® premium	\$11,221.80
6 new Conversion premium	\$14,676.60
15 new policies sold	\$25,898.40
<b>Commissions from New Sales @ 20%</b>	<b>\$5,179.68</b>

Personal Health Plans renewed in 2019:

Total renewal premium:	\$121,294.20
<b>Commissions from Retention @ 5%</b>	<b>\$6,064.71</b>

Bonus calculation:

New Sales Bonus	$\$5,179.68 \times 20\%$	\$1,035.94
Retention Bonus	$\$6,064.71 \times 12\%$	\$727.77
<b>Total Bonus</b>		<b>\$1,763.71</b>

## THINGS TO KNOW

In order to qualify, the new Personal Health Plans must be sold between January 1 and December 31. All bonuses are paid in the first quarter of the following year, based on commissions paid on policies received in our office by December 31.