

# 2024 New Member and Retention Bonus Programs



We are excited to announce the New Member and Retention Bonus Programs for 2024. The New Member Bonus Program applies to all new sales, and the Retention Bonus Program applies to applicable renewals for UnitedHealthcare Individual & Family Exchange plans effective in 2024.

## Payment Structure - New Members

Arizona, Colorado, Florida, Georgia, Illinois, Kansas, Louisiana, Maryland, Michigan, Mississippi, Missouri, New Jersey, New Mexico, North Carolina, Ohio, Oklahoma, South Carolina, Tennessee, Texas, Virginia, Washington, Wisconsin

Bonus levels	Bonus amount per member
0-24 new members	\$0
25-49 new members	\$25
50+ new members	\$50

### Alabama

Bonus levels	Bonus amount per member
0-24 new members	\$0
25+ new members	\$25

## Payment Structure – Retention

Alabama, Arizona, Colorado, Florida, Georgia, Illinois, Kansas, Louisiana, Maryland, Michigan, Mississippi, Missouri, North Carolina, Ohio, Oklahoma, Tennessee, Texas, Virginia, Washington

Retention levels	Payment amount per retained member
0-49 retained members	\$0
50+ retained members	\$25

Questions about this bonus?

See next page for program details or contact Tessa at Stephens-Matthews Marketing

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**Program details:**

- New Member Bonus Program applies to new members not enrolled in UnitedHealthcare QHP in December 2023
- New Member Bonus Program membership will only qualify for payment one time in a plan year
- New Member Bonus Program applies to sales of UnitedHealthcare Individual and Family Plans as measured per state in AL, AZ, CO, FL, GA, IL, KS, LA, MD, MI, MO, MS, NC, NJ, NM, OH, OK, SC, TN, TX, VA, WA, WI with Jan. 1, 2024, through Dec. 1, 2024, effective dates
- All New Member Bonus Program payments will be calculated each month by the total number of UnitedHealthcare Individual & Family Plan new active members within each state. New business qualification levels will reset at the end of each month
- New Member Bonus Program payments will be made by the last week of each month, starting May 2024 through December 2024
- Retention Bonus Program applies to membership enrolled in a UnitedHealthcare Individual & Family plan in AL, AZ, CO, FL, GA, IL, KS, LA, MD, MI, MO, MS, NC, OH, OK, TN, TX, VA, WA as of Dec. 31, 2023, who remain enrolled through April 1, 2024
- Retention Bonus Program payments will be made no later than May 30, 2024
- All payment amounts listed above are a one-time bonus payment per effectuated member in the program year
- There is no cap on the New Member Bonus Program or Retention Bonus Program
- Enrollments are measured at the individual NPN level
- All eligible UnitedHealthcare Individual & Family plans must be in force for a minimum of 4 months from the effective date to count as "issued." Coverage must be in force with premium payment current at the time of contest payout to be included. If coverage is terminated for any reason prior to 4 months, the broker will be charged back for any difference if it alters the bonus amount paid
- Bonus Programs apply to both On- and Off-Exchange business
- If a broker or agent assigns commissions to another agent or agency, the Bonus Program payments will be paid in accordance with our standard commission payout practices
- Broker must meet all compliance requirements and be appointed by the applicable UnitedHealthcare carrier in each of the respective program states to be eligible for these Bonus Programs
- This program is offered at our sole discretion, and we can terminate or modify it at any time and without notice. Any subsequent program is at our discretion. We may modify programs and compensation to comply with state law, regulations or approvals