

# Bonus Program

## Vermont

### NEW BUSINESS

Tier 1	500 members	+ 2 new cases	=	\$10,000
Tier 2	1,000 members	+ 2 new cases	=	\$25,000
Tier 3	2,000 members	+ 3 new cases	=	\$50,000
Tier 4	3,500 members	+ 4 new cases	=	\$75,000
Tier 5	5,000 members	+ 5 new cases	=	\$100,000

**Note:**

1. Brokers must qualify on **both** the member and the case count in order to move to the next Tier.

### CONSUMER DIRECTED HIGH DEDUCTIBLE EPO OR PPO PLANS

- \$200 per subscriber for community-rated consumer-directed qualified High Deductible EPO/PPO plans.
- This \$200 incentive is for NEW community-rated business effective January, February or March 1st, 2010.
- Incentive will be calculated and processed in April 2010.
- Business transferred from other MVP plans will not qualify for this incentive program.

### EXISTING BUSINESS

- Brokers must maintain 95% persistency on entire MVP/PC book of business in order to qualify for the Bonus Program.
- Brokers will be paid commission equal to +0.5% of the inforce EPO/PPO book's paid premium up to \$100,000 maximum.
- Brokers must have a minimum of 200 members on 12/31/09.

**Notes:**

1. Bonus Program payments apply to only HMO, POS, EPO/PPO products.
2. New Business and Existing Business Bonus Program are not interdependent. Brokers may qualify for the New Business bonus without qualifying for the Existing Business bonus, and vice versa.
3. Bonuses are calculated and paid annually.
4. Bonus payments will be made by April 30, 2011.

### GENERAL PROVISIONS

1. Brokers are paid commission based on the amount of monthly premium paid by each of the broker's accounts.
2. Commissions are paid monthly, with the exception of the Bonus Program which will be paid on an annual basis.
3. The forgoing commission rates may be changed at MVP's option on thirty (30) days notice to brokers.