

# 2023 Commission Bonus Schedule

## Individual Plans New Sales Bonus

New Members	1-Time Per Member Bonus Payout
1 - 24	\$0
25 - 49	\$10
50 - 99	\$20
100 - 199	\$25
200 - 299	\$30
300 +	\$40

## Individual Plans Retention Bonus

% of Members Renewed	1-Time Payout Per Member
50%	\$5
60%	\$10
70% +	\$15

### Individual Plans New Sales Bonus:

- Applies to all new Individual ACA on and off exchange sales of Friday Health Plans in Colorado, Georgia, Nevada, North Carolina, and Oklahoma effective January 1, 2023 through December 31, 2023.
- Based on effectuated applications.
- To qualify as a “new” sale, a member must not have been enrolled in a Friday Health Plans Individual ACA insurance plan in 2022.
- Members MUST be considered ACTIVE 90 days after the effective date to be eligible for the bonus payment.
- New member enrollments will be tracked by quarter. New enrollment qualification will reset at the beginning of each quarter. Bonus will be determined within 120 days of the quarter end.
- All Payment amounts listed above are a one-time bonus payment per effectuated member in the bonus year (January 1, 2023 – December 31, 2023). Plan changes during 2023 will not receive additional bonus payments for the same member.

### Individual Plans Retention Bonus:

- Retention program applies to all Individual ACA on and off exchange membership enrolled in Friday Health Plans in Colorado, Georgia, Nevada, North Carolina, and Oklahoma as of December 31, 2022, who remain active through March 1, 2023.
- Retention bonus payments will be made no later than June 1, 2023.

### Exclusions:

- Transfers between Individual plans and members transferred due to change in broker of record.
- General Agents are excluded from this program and do not qualify for the bonus; however, those with a GA upline will still qualify for a bonus payment.

The writing producer/agent must meet all applicable laws and compliance regulations and must be appointed with Friday Health Plans and be in good standing at the time of sale and bonus payment. The producer/agent must disclose to members, in advance of any enrollment in a Friday Health Plans Individual ACA insurance plan, the compensation the producer/agent may receive from Friday Health Plans.

Bonus payments are made payable to the producer/agency who receives standard commissions payments. No advance payments will be made.

Friday Health Plans reserves the right to amend, change, or terminate this commission bonus program at its sole discretion as outlined in the Producer Agreement or as necessary to comply with CMS commission guidelines. Final interpretation of any or all provisions in this commission bonus program, or resolution of any disputes arising from this compensation plan, rests solely with Friday Health Plans and/or its designated representatives.

