

# KAISER PERMANENTE'S GROUP BROKER COMPENSATION PLAN



## 2017 Group Broker Compensation Plan

Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc. (Kaiser Permanente) broker compensation plan will continue to be based on **"per subscriber per month" (PSPM)** rather than "percent of premium." For groups with 1–250 eligible employees, monthly broker commissions will be calculated based on PSPM at the rates shown in the table below. For groups with 251+ eligible employees (new sales and renewals), the monthly broker commissions will be paid based on a negotiated percentage of premium.

## 2017 broker compensation schedule

Eligible employees	Commission rate for subscribers enrolled
1–100	\$35 per subscriber per month
101–250	\$30 per subscriber per month
251+	Negotiable, as a percentage of premium

### Example 1:

Your Kaiser Permanente group, 1-100 eligible employees, has 25 subscribers enrolled. This means your compensation will be **25 employees x \$35 = \$875 for that month.**

### Example 2:

You sell a new Kaiser Permanente group with 200 eligible employees and enroll 75 employees. This means your compensation will be **75 employees x \$30 = \$2,250 for that month.**

## **Eligibility, details, and fine print**

- This material does not constitute a contract.
- "Subscriber" is defined as an employee who enrolls with Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc. (KFHP-MAS) under a group contract.
- Commissions are payable monthly only to the broker of record based on the number of subscribers enrolled during the previous calendar month.
- KFHP-MAS will only pay commissions to brokers who are appropriately licensed and appointed in the jurisdiction in which the group is located.
- Broker compensation may also include payments resulting from other bonus/incentive programs offered by KFHP-MAS.
- Brokers are responsible for complying with all legal requirements regarding disclosure of compensation by KFHP-MAS in the form of commissions, bonuses, and other rewards.
- KFHP-MAS and/or its designated representatives retain sole discretion over the interpretation of the terms and conditions of, and any or all provisions in, this compensation plan and over resolution of any disputes from this compensation plan.
- Compensation will be reported and disclosed in accordance with KFHP-MAS policy and applicable law.
- All licensed and appointed KFHP-MAS agencies and brokers are eligible. General agents are not eligible for compensation under this compensation plan. Payment is contingent upon receipt of all required broker documentation including an executed broker/agent agreement, proof of E&O coverage, appropriate marketplace certification(s) in Maryland, Virginia, and/or the District of Columbia, and a W-9 form.
- Brokers who fail to meet the provisions of the KFHP-MAS broker/agent agreement are not eligible for payment.
- Negotiated commissions will be paid when the commission rate appears on the group rate proposal as a separate line item, following execution or signature by group administrator.
- Eligible employees not enrolled with KFHP-MAS are not included in the compensation calculation.

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