

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 2023:

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

Personal Health Plans renewed in 2023:

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

Bonus calculation:

New Sales Bonus \$5,179.68 x 20%	\$1,035.94
Retention Bonus \$6,064.71 x 12%	\$727.77
Total Bonus	\$1,763.71

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.