



## 2020 Broker Commission Schedule

Effective January 1, 2020

Individual Health Plans	Commission
New and Renewal PMPM	\$20

Group Health Plans	Commission
New and Renewal PEPM	\$25

The terms and conditions of this commission schedule are subject to change at the sole discretion of Friday Health Plans and/or its designated representatives upon notice to the broker.

Final interpretation of any or all provisions in this commission schedule, or resolution of any disputes arising from this compensation plan, rests solely with Friday Health Plans and/or its designated representatives.

This provision is applicable to all insurance producers and insurance agencies over whom the Colorado Division of Insurance has authority.

Commissions will be paid only if agent/agency is licensed and in good standing with the State of Colorado. Appointment with Friday Health Plans must be current.

See Friday Health Plans producer agreement for all for all terms and conditions pertaining to commission schedule.

For questions, appointments and service:  
Friday Broker Service: 800-475-8466  
[brokers@fridayhealthplans.com](mailto:brokers@fridayhealthplans.com)



## 2020 Commission Bonus Programs

### INDIVIDUAL PLANS NEW SALES BONUS\*

NEW MEMBERS	1-TIME PER MEMBER BONUS PAYOUT
1 - 49	\$10
50 – 99	\$20
100 – 149	\$25
150 – 199	\$30
200 – 249	\$35
250+	\$40

### INDIVIDUAL PLANS RETENTION BONUS\*

A 1-time payout for retention of existing 2019 book of business:

INDIVIDUAL	1-TIME PAYOUT PER MEMBER
50%	\$10 per member
60%	\$15 per member
70%	\$20 per member

### SMALL GROUP NEW BONUS\*

1-time payout for new group subscribers.

\*Bonus subject to change quarterly.

SG NEW SALES	1-TIME PAYOUT PER GROUP BONUS
Per group	\$250

#### Individual Plans New Sales Bonus Program applies to all new sales of Friday Health Plans in Colorado.

- Based on effectuated applications.
- Calculated 60 days after the effective date of paid policies.
- Bonus is on every new member sold from the first member sold.
- Applies to effective dates of January 1st and February 1st, 2020.
- Tiering placement will be calculated by total number of new members effectuated as of March 1, 2020.

#### Individual Retention Bonus program:

- An initial census snapshot of membership effective December 31, 2019 will be used to calculate baseline book of business.
- A secondary census of active and paid members will be taken March 1, 2020.

#### Small Group New Bonus program:

- Bonus program will run quarterly.

#### Exclusions:

- Transfers between Individual plans and accounts transferred due to change in broker of record.
- General Agents are excluded from this program and do not qualify for the bonus.

The writing agent must meet all compliance regulations and must be appointed in the state of Colorado and be in good standing at the time of sale and bonus payment.

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 and bonus schedule as outlined in the Producer Agreement.