

Broker Program - Exhibit D

Producer Compensation Plan

2021 GEORGIA BROKER COMMISSIONS AND REWARDS

Beginning January 2021, Kaiser Permanente Georgia will pay agency commissions for Kaiser Permanente for Individuals and Families (KPIF) products on a per member per month basis in place of annual payments. For each member that renews or enrolls, the commission will be paid monthly if the member's premium is current.

PLAN	PMPM COMMISSIONS	
Individuals (Kaiser Permanente Individual and Family Plans)	Business sold with an effective date of 1/1/2021.	
	Business transferring from a non-ACA plan to an ACA plan will adhere to the 2021 Producer Commission Schedule.	
	PMPM - Per Member Per Month NO CHARGE BACKS	
	First Year	Renewal
Signature HMO	\$18 PMPM	\$18 PMPM
Traditional HMO	\$18 PMPM	\$18 PMPM
SEP Enrollments (ACA plans)	Schedule above	Schedule above
New Qualified Health Plan (QHP) Groups (2-50 ees)	6%	
Non Grandfathered & Grandfathered Groups (2-50 ees)	2013 Commission Schedule until renewed in a QHP plan.	
Groups (51-100 ees)	5%	
Groups (101-249 ees)	5%	
Groups (250+ ees)	Negotiable	



APPOINTMENT REQUIREMENTS:

In order to be eligible for payment of compensation, brokers must be appointed within 15 days of date of sale or renewal of the group/member contract.

There is a \$400,000 Cap per agency for KPIF Commissions/Incentives per year.

In order to receive commissions for business sold on the FFM, agent must have successfully completed the required training through the Health Insurance Marketplace.

For the latest commissions, rewards, and sales materials, go to account.kp.org

