

Broker Program - Exhibit D

# Producer Compensation Plan

## 2022 GEORGIA BROKER COMMISSIONS AND REWARDS

Kaiser Permanente Georgia pays 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	
<b>Individuals</b> (Kaiser Permanente Individual and Family Plans)	<b>Business sold with an effective date of 1/1/2022.</b> <b>PMPM - Per Member Per Month</b> NO CHARGE BACKS  There is a 3 dependent cap on broker commissions.	
	<b>First Year</b>	<b>Renewal</b>
<b>Signature HMO</b>	<b>\$18 PMPM</b>	<b>\$18 PMPM</b>
<b>Traditional HMO</b>	<b>\$18 PMPM</b>	<b>\$18 PMPM</b>
<b>SEP Enrollments (ACA plans)</b>	Schedule above	Schedule above
<b>New Qualified Health Plan (QHP) Groups (2-50 ees)</b>	6%	
<b>Non Grandfathered &amp; Grandfathered Groups (2-50 ees)</b>	2013 Commission Schedule until renewed in a QHP plan.	
<b>Groups (51-100 ees)</b>	5%	
<b>Groups (101-249 ees)</b>	5%	
<b>Groups (250+ ees)</b>	<b>Negotiable</b>	



### 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](http://account.kp.org)

