



# Commission Schedule

## SMALL GROUPS — 2–50 Contracts:

CONTRACTS	NEW BUSINESS	RENEWAL BUSINESS
2 – 4	2.5%	2.5%
5 – 9	4.5%	4.0%
10 – 24	5.0%	4.5%
25 – 50	5.5%	5.0%

- Rates are effective beginning August 1, 2016
- Groups are considered NEW if they have not had THC coverage for at least 12 months
- THC reserves the right to change any and all compensation scales

## LARGE GROUPS — 51+ Contracts:

First \$100,000 of premium	5%
Next \$500,000 of premium	4%
Next \$400,000 of premium	3%
Thereafter all commissions paid	2%

## THC TOUCHDOWN BONUSES:

LEVELS	NEW THC GROUPS	BONUS
First Down	1	\$1,000 \$1,000 payable upon attaining 1st new group
2-Point Conversion	3	\$2,000 \$2,000 payable upon attaining 3 new groups total
Field Goal	5	\$3,000 \$3,000 payable upon attaining 5 new groups total
Touchdown!	10+	\$6,000 \$6,000 payable upon attaining 10+ new groups total

### Possible Max Total Additional Bonus: \$12,000

- This incentive program is in addition to the standard commission schedule
- Only Groups with 5+ total contracts are eligible
- Applies to NEW groups (5+ contracts) with a start date of May 1, 2018 through April 30, 2019
- Groups are considered NEW if they have not had THC coverage for at least 12 months
- Payouts will be calculated and paid out monthly