



# 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%

## INDIVIDUAL MARKET — Effective July 1 ,2020:

New contracts first year – Open Enrollment and Special Enrollment Periods	5%
Renewing contracts with an effective date of July 1,2020 or later	4%

- The 5% new contract commission applies to new contracts only. We will accept a contract as new if they have not been covered with Total Health Care or Priority Health Individual Coverage for the last 12 months.
- To the extent the Agent sells our health coverage to individuals on the Michigan Health Insurance Marketplace, Agent agrees to abide by Total Health Care's Qualified Health Plan Program Integrity Rules for Delegated and Downstream Entities requirements found in Exhibit C.