

Digital Onboarding Bonus.

For Fully Insured and Self-Funded Cases
with 100 to 3,000 Eligible Employees.

UnitedHealthcare is offering a bonus to agents in Maryland, The District of Columbia, West Virginia, and Northern and Central Virginia who enroll in UnitedHealthcare's Digital Onboarding system to enroll their employees with new or renewing medical groups with 100 to 3,000 eligible employees with effective dates from February 1, 2018 through July 31, 2018.

Eligible customers are fully insured and self-funded medical groups with 100 to 3,000 eligible employees with effective dates or renewal dates from February 1, 2018 through July 31, 2018 that add UnitedHealthcare's Digital Onboarding process to enroll their employees for coverage. In order to qualify for the bonus, the eligible customer must accept and utilize the personalized UnitedHealthcare Digital Onboarding website created for them by July 31, 2018. Not all UnitedHealthcare medical products are eligible for UnitedHealthcare's Digital Onboarding.

Agents will receive a bonus of \$500 for every eligible case that adds UnitedHealthcare's Digital Onboarding to a new or renewing group during the bonus period.

Bonus Example: An eligible agent sells one eligible medical case that use UnitedHealthcare's Digital Onboarding to enroll their employees for coverage, and adds Digital Onboarding to two eligible existing cases upon renewal. The agent receives a bonus of \$500 for each case for a total bonus of \$1,500.



Program Details:

1. Only Agents of Record permanently located in Maryland, The District of Columbia, West Virginia and Virginia (except Bland, Buchanan, Carroll, Dickenson, Grayson, Lee, Russell, Scott, Smyth, Tazewell, Washington, Wise and Wythe counties; and the independent cities of Bristol, Norton and Galax) are eligible for this program.
2. This special bonus program applies to: 1) New UnitedHealthcare fully insured and self-funded medical groups with 100 to 3,000 eligible employees with effective dates from **February 1, 2018 through July 31, 2018**, that add UnitedHealthcare's Digital Onboarding process to enroll their employees for coverage, and, 2) Renewing UnitedHealthcare fully insured and self-funded medical groups with 100 to 3,000 eligible employees that add UnitedHealthcare's Digital Onboarding process on their renewal date from **February 1, 2018 through July 31, 2018**. The eligible customer must accept and utilize the personalized UnitedHealthcare Digital Onboarding website created for them by **July 31, 2018** in order to be eligible for the bonus payment. Groups indicated on our systems as being "Key Account" cases that do not have at least 100 eligible employees are not eligible for this bonus. UnitedHealthcare has sole discretion in determining whether a group is eligible for, or met the qualification requirements for, this bonus program.
3. Not all UnitedHealthcare medical products are eligible for UnitedHealthcare's Digital Onboarding. Your UnitedHealthcare representative can assist you in determining a customer's eligibility for Digital Onboarding services.
4. All eligible business must be active and the selling agent must remain the Agent of Record on **July 31, 2018** to be included in the bonus calculations.
5. All bonus payments will be made to the agent or agency to which the commissions are paid. The bonus will be paid after the bonus period is over and when all information required for verification of enrollment data and calculation of the bonus is available.
6. For dual or multiple broker arrangements, the bonus amount will be allocated in the same proportion as the commissions are split on the case.
7. General Agents are not eligible for the bonus.
8. Cases transferring from another UnitedHealth Group subsidiary, business segment or case size segment will not be considered new business for this bonus program. Agents of Record changes on existing UnitedHealthcare cases are not eligible for this bonus program.
9. Special rules apply to payment of bonuses for non-commissionable customers and customers referred to as "Governmental Entities" in the UnitedHealthcare Agent/Agency Agreement. Non-commissionable governmental entity cases are not eligible for any bonus program. We require written customer acknowledgment and approval before paying bonuses on other non-commissionable customers, and on commissionable governmental entity customers. Any limits on compensation in the RFP, RFI, bid specifications or other written instructions for governmental entities cannot be exceeded. Please refer to the Producer Compensation Policies and Practices in the Producer Performance Guide for more information.

All terms and conditions of the UnitedHealthcare Agent/Agency Agreement and the Producer Performance Guide apply to all compensation programs. This Bonus Program is offered at the sole discretion of UnitedHealthcare and can be terminated or modified by UnitedHealthcare at any time and without notice.