

2018 Individual Special Enrollment Period (SEP) New Sales Bonus

A one-time per contract holder bonus will be paid on new sales with effective dates of June 1, 2018, through December 31, 2018. The number of new sales will determine the bonus level and payment, as follows:

Bonus Level	Number of New Sales	Bonus Amount
1	25 – 99 contract holders	\$50 per contract holder
2	100 – 249 contract holders	\$100 per contract holder
3	250 – 499 contract holders	\$150 per contract holder
4	500+ contract holders	\$250 per contract holder

There will be two bonus payment dates:

- October 2018: includes sales with effective dates of June 1 through August 31, 2018.
- February 2019: includes sales with effective dates of September 1 through December 31, 2018.

Note: Any adjustments required, for either canceled SEP contracts and/or bonus level changes, will be applied to the February 2019 bonus payment.

Bonus Example:

Sales Effective Dates	Number of New Contract Holders	Bonus Level	Total SEP Sales	Bonus Payment	Total Bonus	Payment Date
6/1/18 - 8/31/18	65	1	65	\$50.00	\$ 3,250.00	October 2018
9/1/18 - 12/31/18	85	2	150	\$100.00	\$ 8,500.00	February 2019
6/1/18 - 8/31/18 (bonus level adjustment)	65	1		\$50.00	\$ 3,250.00	February 2019
Total SEP New Sales Bonus					\$15,000.00	

If you have questions about this bonus, contact your Individual Sales Representative.

Official Rules

- The bonus applies to new ACA Individual health sales to contract holders with effective dates of June 1, 2018 through December 31, 2018.
- New sales include any current Medical Mutual non-Affordable Care Act (ACA) individual contract holder who moves to a Medical Mutual ACA plan.
- Current Medical Mutual ACA Individual contract holders moving to another ACA product are not considered new.
- Short-term, Medicare Supplement, Medicare Advantage or Ancillary only sales do not count.
- Sales canceled retroactively to the effective date do not count.
- An adjustment will be made for SEP contracts sold and canceled within the bonus period.
- The bonus will not be paid on accounts obtained by producer of record transfer, merger or acquisition.
- Accounts transitioned to Medical Mutual from the Federal Marketplace, referred to as Alternate Enrollees, are not considered new business and will not count for bonus level or payment purposes.
- This program does not include life product sales.
- New sales will be determined and the bonus will be paid at the retail agency or independent producer level.
- The producer/agency must be duly appointed with Medical Mutual at the time of sale and certified through the federally facilitated marketplace for Marketplace sales.
- Medical Mutual reserves the right to recover bonus payments made for contracts that are canceled before at least one month's premium has been paid.
- Medical Mutual reserves the right to interpret, modify, amend or make any other determination concerning the terms and conditions of this bonus program, and any such action shall be final and binding on all concerned.