



## 2024 INDIVIDUAL AND SMALL EMPLOYER AGENT COMPENSATION

We're pleased to announce the following commission schedule, bonus plan, and incentive trip for 2024.

### Nevada Individual Plans

Commission for Nevada Individual plans will remain at 4% of full premium.

### Nevada Individual Plan Bonus

We're excited to introduce our 2024 bonus program! In addition to our competitive commission schedule, Individual Plans agents may earn a cash bonus for Silver or Gold subscribers. Please note extension on the Individual Plans program below.

**Nevada Individual | Bonus** will be calculated as follows:  
QUALIFICATION CRITERIA

Incentive applies to effective dates of August 1, 2023, through **December 31, 2024**, and is paid for net new business.

NET NEW SUBSCRIBERS	BONUS PER NET NEW SUBSCRIBER
<b>NET NEW SILVER OR GOLD</b>	
0-5	None
6-50	\$50
51+	\$100
<b>NET NEW BRONZE</b>	
	No bonus is paid for new Bronze membership.

#### TERMS AND CONDITIONS

1. Qualification period is limited to coverage effective dates between August 1, 2023, through February 29, 2024, on Nevada business.
2. Split cases will be credited 100 percent to the primary agent.
3. Eligibility is limited to agents currently residing in Nevada.
4. Payouts will comply with standard reporting requirements. Agent is responsible for complying with other compensation disclosure requirements that apply and any tax obligations.
5. SelectHealth, in its sole discretion, will determine incentive qualification and how to resolve any other issues that may arise for the incentive campaign.
6. No alternative awards can be substituted.
7. An agent must be in good standing throughout the qualification period and at the time of incentive receipt to be eligible.
8. An agent may opt out of the program by providing advance written notice.

9. Incentive will be awarded to qualifying writing agent, not agent owner or representative when the agent is affiliated with an agency.

10. Incentive will be paid in two installments. The first, April 2024 for coverage effective dates from August 1, 2023, through February 29, 2024, the second April 2025 for coverage effective dates from March 1, 2024, through December 31, 2024.

## Top Producer Bonus

In addition to our competitive commission schedules, the following bonus program will continue for 2024 and both Individual and Small Employer Plans will be paid as follows. Bonuses will be paid monthly beginning in March 2024.

Membership (Direct Agent)	Bonus Amount	Membership (Agency)	Bonus Amount
50 to 99 members	10% of total commission	100 to 199 members	10% of total commission
100 to 249 members	15% of total commission	200 to 499 members	15% of total commission
250+ members	20% of total commission	500+ members	20% of total commission

If, at any time, an Agent's or Agency's production drops below the top producer minimum qualification level(s) (described above) for three consecutive months, top producer bonuses will not be paid or payable until the Agent's or Agency's production again exceeds such level(s). When payable, top producer bonuses are added to the regular commissions payable pursuant to Exhibit A of the Agent/Agency Agreement.

### Eligibility

Any Select Health-appointed agent licensed to write business in the state of Nevada is eligible to qualify for this bonus program. Agents splitting commission on business will split the bonus in the same percentage as their commission is split. Agent of Record (AOR) submissions on existing Select Health business will not be eligible for the bonus incentive.

### Terms and Conditions

The new business bonus programs apply to Select Health groups or individuals with policy effective dates as described above. The bonus does not apply to government plans. Select Health reserves the right to determine whether program criteria have been met and may revise or terminate this program at any time without advance notice. An agent must be in good standing to receive a bonus payment.

Select Health will communicate updates to commission schedules via the agent newsletter. The following is an update to your agent/agency contract for Individual Plans in 2024.

## Exhibit A

### AGENT/AGENCY COMMISSIONS - NEVADA

Effective January 1, 2024

For eligible, fully insured Nevada individual, group, dental, and vision business written for SelectHealth, Inc. or SelectHealth Benefit Assurance Company, Inc. (regardless of product name), commissions are payable to Agent/Agency by SelectHealth for Agent/Agency production. Such commissions are computed and paid to Agent/Agency based upon monthly premiums actually paid to SelectHealth. Payment of the following commissions will begin approximately 45 days after the enrollment, and payments will be made on a monthly basis thereafter. Subsequent checks will be cut by the fifteenth of the following month for those cases that have paid premium. Otherwise, such commissions will be paid the month following receipt of premium.

Product Type	Commission Rate
Individual	4% of premium
Small Employer (up to 50)	\$35.00 Per Employee Per Month (PEPM)
Dental Plans	1-50 Eligible Employees: 10% of Premium
Vision Plans	10% of Premium