

# Agent Administrative Expense Reimbursement Program



Medicare's Highest Quality Rating

SelectHealth is pleased to compensate you for allowable services (administrative expenses) in addition to enrollment of beneficiaries during the 2022 plan year in accordance with current Third-Party Marketing Organization (TMO) rules established by the Centers for Medicare and Medicaid Services (CMS) and the Medicare Managed Care Manual (MMCM).

Agents with higher enrollments achieve these results through TMO activities, incurring increased administrative expenses. As a regional carrier, we recognize resources are needed to support these efforts. Our Agent Expense Reimbursement program is structured to offset these additional expenses according to the results achieved.

And don't forget, as a 5-star rated plan, Medicare members may switch from their current Medicare coverage option to a SelectHealth Advantage plan at any time between December 8, 2021, and November 30, 2022, using the 5-star SEP. As a result, you can sell SelectHealth Advantage plans all year long!

You will be eligible for reimbursement in accordance with the following guidelines:

## QUALIFICATION CRITERIA

For enrollment effective dates between January 1 and December 1, 2022, you will be compensated at the following rates:

Production Level	Reimbursement Amount
After reaching 5 net new enrollments	\$500 in marketing support
Each additional net new enrollment	\$100 in marketing support

Enrollment growth will be calculated on a quarterly basis and paid the following month. Agents are required to maintain receipts of expenses incurred for substantiation purposes, if requested.

## TERMS AND CONDITIONS

1. Enrollments new to SelectHealth Advantage in 2022 will be eligible for the reimbursement program.
2. Agent of Record (AOR) changes are not eligible and will not be counted toward net new growth.
3. Reimbursement amounts related to a disenrollment will be recovered from the agent/broker as a deduction from future compensation. Disenrollments will also be deducted from net new growth.
4. Agent is responsible for complying with any compensation disclosure requirements that apply along with associated tax obligations.
5. SelectHealth, in its sole discretion, will determine reimbursement eligibility and how to resolve any other issues that may arise for the program.
6. Administrative Expense Reimbursement rates and eligibility are subject to change as communicated in SelectHealth's Agent Insight newsletter.
7. An agent must be in good standing throughout the qualification period to be eligible.
8. An agent may opt out of the program by providing advance written notice.