

Agent and Broker Compensation Disclosure



The Consolidated Appropriations Act was signed into law by the president on December 27, 2020. This act stipulates multiple mandates to provide greater transparency related to health care cost information, including agent and broker compensation.

CareSource Management Services LLC, on behalf of itself and its Affiliates (“CareSource”) will comply with the Consolidated Appropriations Act requirements for agent and broker compensation disclosure.

Beginning January 1, 2022, all agents and brokers contracted to sell CareSource plans are required to disclose direct and indirect compensation information to consumers. **DIRECT** compensation is commission payable/directly attributable for the sale of such plans. **INDIRECT** compensation is payment by CareSource to agents or brokers, other than for commissions. For example, this type of compensation includes service fees, consulting fees, awards, prizes, incentives or other non-monetary forms of compensation.

2022 AGENT AND BROKER COMPENSATION SCHEDULE

2022 Medicare Advantage	Agent Initial Year	Agent Renewal
Annually Per Policy	\$573	\$287

2022 Marketplace Plans		
State	Agent Initial Commission Per Member Per Month	Agent Renewal Commission Per Member Per Month
GA, IN, KY, OH	\$20	\$20
WV	\$16	\$12
Enhanced Benefit Plan (Plans with Dental, Fitness and Vision)	\$1	\$1

Marketplace New Business Annual Bonus Structure							
Total of 2022 New Member Sales + 85% Retention of Existing Membership = Bonus Amount Per Member (PM)							
Bonus for 2022 New Member Sales	Plus 85% Retention of Existing Membership 100 - 199	Plus 85% Retention of Existing Membership 200 - 499	Plus 85% Retention of Existing Membership 500 - 999	Plus 85% Retention of Existing Membership 1,000 - 2,499	Plus 85% Retention of Existing Membership 2,500 - 4,999	Plus 85% Retention of Existing Membership 5,000 - 9,999	Plus 85% Retention of Existing Membership 10,000+
25 – 49 members \$25 PM	\$26.50 PM	\$27.50 PM	\$30 PM	\$32.50 PM	\$35 PM	\$37.50 PM	\$40 PM
50 – 99 members \$50 PM	\$52.50 PM	\$55 PM	\$60 PM	\$65 PM	\$70 PM	\$75 PM	\$80 PM
100+ members \$100 PM	\$105 PM	\$110 PM	\$120 PM	\$130 PM	\$140 PM	\$150 PM	\$160 PM