

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.

2023 AGENT AND BROKER COMPENSATION SCHEDULE

2023 Medicare Advantage	Agent Initial Year	Agent Renewal
Agent	\$601	\$301

PLAN	Monthly IEP Commission Per Member Per Month	Monthly Renewal Commission Per Member Per Month	Plans with Enhanced Benefit(s) Per Member Per Month
Georgia, Iowa, Kentucky, Ohio	\$21 PMPM	\$21 PMPM	+\$1 PMPM
Indiana, North Carolina	\$25 PMPM	\$25 PMPM	+\$1 PMPM
2023 Marketplace WV	\$19 PMPM	\$15 PMPM	+\$1 PMPM

Bonus: The one-time bonus will be paid in April, assuming the policy stays in force for at least 90 days. Additionally, Iowa and North Carolina will each have \$100 per enrollment that will last throughout 2023. Meaning as the agent continues to sell in these two states, and the policy remains in force for at least 90 days, we will pay them \$100 on each policy. Please see below for bonus amounts in Georgia, Indiana, Kentucky, Ohio and West Virginia.

Total New Sales	Bonus Amount
0 – 24	\$0
25 – 49	\$25
50 – 99	\$50
100+	\$100