



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.

As of 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.

2024 AGENT AND BROKER COMPENSATION SCHEDULE

2024 Medicare Advantage	Agent Initial Year	Agent Renewal
Agent	\$611	\$306

Plan	Monthly Commission Per Member Per Month	Monthly Renewal Commission Per Member Per Month	Plans with Enhanced Benefit(s) Per Member Per Month
Ohio	\$21 PMPM	\$21 PMPM	+\$1 PMPM
Georgia, Kentucky	\$22 PMPM	\$22 PMPM	+\$1 PMPM
Indiana, North Carolina	\$25 PMPM	\$25 PMPM	+\$1 PMPM
West Virginia	\$20 PMPM	\$20 PMPM	+\$1 PMPM

*Commissions will be paid for both on-exchange and off-exchange enrollments.

Bonus: The one-time bonus will be paid in April, assuming the policy stays in force for at least 90 days.

Number of New Members	Bonus Amount	Retention Bonus* Minimum 70% Retention
25-49	\$25	\$25 (\$50 combined)
50-99	\$50	\$25 (\$75 combined)
100+	\$75	\$25 (\$100 combined)

*Retention calculated on December Book of Business compared to the same Book of Business in January.