

EFFECTIVE JANUARY 1, 2023

KAISER PERMANENTE'S 2023 INDIVIDUAL BROKER COMPENSATION PLAN

Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc. (Kaiser Permanente), will continue to pay agency commissions for enrollments and renewals in Kaiser Permanente for Individuals and Families (KPIF) products on a **per subscriber per month** (PSPM) basis. For each subscriber who renews or enrolls, the commission will be paid monthly if the subscriber's premium is current.

Agency commissions for new sales and retention have been updated as follows:

Virginia subscribers:

- ▶ **New sales:** \$20 PSPM
- ▶ **Retention:** \$20 PSPM

Maryland and District of Columbia subscribers:

- ▶ **New sales:** \$16 PSPM
- ▶ **Retention:** \$12 PSPM



For more information on the Kaiser Permanente Individual and Family Plans (KPIF) Compensation Plan or registering on Sign Me Up (SMU), please call 844-268-2943.

Eligibility, details, and fine print

- This KPIF commission schedule applies for January 1 2023, through December 31, 2023, effective dates of coverage.
- General agents are not eligible for rewards under this compensation plan.
- Brokers who are recognized as the agent of record for subscribers in a KPIF plan offered through a Health Insurance Marketplace (Marketplace) will receive payment associated with the enrollment.
- Brokers will not be recognized as the broker of record nor be eligible for the new subscriber commissions if any existing commissionable subscriber moves to a KPIF plan offered through a Marketplace without the assistance of a broker.
- Commissions are payable monthly only to the broker of record based on the number of subscribers enrolled at the time of sale or renewal.
- Broker commission payments will be the same whether subscribers are enrolled through a Marketplace or directly with KFHP-MAS.
- Brokers are responsible for complying with all legal requirements regarding disclosure of compensation by KFHP-MAS in the form of commissions, bonuses, and other rewards.
- Broker compensation will be reported and disclosed in accordance with KFHP-MAS policy and applicable law.
- Brokers who fail to meet the provisions of the KFHP-MAS broker/agent agreement are not eligible for payment.
- In the event of a conflict between these terms and conditions and the terms of the applicable broker/agent agreement, the broker/agent agreement shall control.

account.kp.org

