

EFFECTIVE JANUARY 1, 2024

KAISER PERMANENTE'S 2024 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 are 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, 2024, through December 31, 2024, 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.
- A Kaiser Permanente Individual and Family plan member is considered "new" if the member did not have Kaiser Permanente Individual and Family plan coverage in the prior 90 days.
- 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.

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