

Chicago, IL and
Northwest IN



New Sales Bonus

For UnitedHealthcare CORESM Cases with Up to 99 Eligible Employees

UnitedHealthcare is offering a bonus to agents in the Chicago and the Northwest Indiana area* who sell new CORE* benefit plans with up to 99 eligible employees with effective dates from July 1, 2010 through September 30, 2010. Agents must sell at least two new eligible cases with a total of at least 50 employees enrolled in CORE benefit plans during the bonus period in order to be eligible for the bonus. Agents who qualify will receive a bonus of \$25 for each enrolled employee covered by CORE benefit plans in eligible medical groups.

Eligible cases are new fully insured medical groups with CORE benefit plans* (CORE single option, CORE dual option or CORE triple option) in the Chicago and Northwest Indiana area* having up to 99 eligible employees with effective dates from July 1, 2010 through September 30, 2010. Only agents permanently located in specified counties in the Chicago and Northwest Indiana area* are eligible for the bonus.

Bonus Example: An eligible agent sells five eligible medical cases having a total of 120 enrolled employees with effective dates during the bonus period. Out of the 120 total enrolled employees, 100 enrolled employees are covered by CORE benefit plans. That makes the agent eligible for a bonus of \$25 for each enrolled employee covered by CORE benefit plans, so they earn a bonus of \$25 times 100, or \$2,500.



*Please see the next page for important program details.



Program Details

1. Only Agents of Record permanently located in Boone, Cook, DeKalb, DuPage, Grundy, Iroquois, Kane, Kankakee, Kendall, Lake, McHenry, Will, and Winnebago counties in Illinois, and Lake, LaPorte, and Porter counties in Indiana are eligible for this program.
2. This special bonus program applies only to commissionable new UnitedHealthcare fully insured medical groups with up to 99 eligible employees covered by "Core" benefit plans identified by the following plan codes: NC-Y, NN-D through NN-F; NN-I through NN-Z; and NT-B. Cases must have effective dates from July 1, 2010 through September 30, 2010, and be permanently located in Boone, Cook, DeKalb, DuPage, Grundy, Iroquois, Kane, Kankakee, Kendall, Lake, McHenry, Will, and Winnebago counties in Illinois, and Lake, LaPorte, and Porter counties in Indiana to be eligible for the program.
3. You must sell at least two eligible cases with a total of at least 50 enrolled medical employees covered by CORE benefit plans during the bonus period to qualify for the bonus. In multiple option groups, only employees covered by the CORE benefit plans are counted towards the qualifying levels and included in the bonus calculation. All sold business must be active and the selling agent must remain the Agent of Record on September 30, 2010 to be included in the bonus calculations.
4. Classification as a group "with up to 99 eligible employees" is determined by us considering a number of factors, including the enrollment at some point in time. We reserve the right to classify groups according to our rules, regardless of a group's actual enrollment at any time.
5. The enrolled CORE employee counts will be derived from the medical plan only, and will be based on the number of enrolled medical employees in CORE benefits plans as of the group's effective date. UnitedHealthcare's determination of group and enrolled employee count is final.
6. All bonus payments will be made to the agent or agency to which the commissions are paid. The bonus will be paid after the bonus period is over and when all information required for verification of enrollment data and calculation of the bonus is available.
7. For dual or multiple broker arrangements, case credit and covered employee credit for payment calculations will be allocated in the same proportion as the commissions are split on the case. Fractional credits will be used in the calculation, and credits will not be rounded to the nearest integer.
8. General Agents are not eligible for the bonus.
9. Cases transferring into the up to 99 eligible size segment from another UnitedHealth Group subsidiary, business segment or case size segment will not be considered new business for this bonus program. Agent of Record changes on existing UnitedHealthcare cases will not be credited as new business for this bonus program.
10. Special rules apply to payment of bonuses for customers referred to as "Governmental Entities" in the UnitedHealthcare Agent/Agency Agreement and the Producer Performance Guide:
 - a. Any limits on compensation in the RFP, RFI, bid specifications or other written instructions for Governmental Entities cannot be exceeded.
 - b. In order to assure that Governmental Entities have an opportunity to understand the compensation being paid on their case, we require written customer acknowledgment and approval before paying bonuses on Governmental Entity cases with 51 or more eligible employees. This approval must follow the template available for this purpose, and must be signed by an official authorized to sign legal documents for the Governmental Entity.

All terms and conditions of the UnitedHealthcare Agent Agency Agreement and the Producer Performance Guide apply to all compensation programs. This Bonus Program is offered at the sole discretion of UnitedHealthcare and can be terminated or modified by UnitedHealthcare at any time and without notice.

The UnitedHealthcare CoreSM product is designed to accommodate a limited network of participating physicians, health care professionals, hospitals and facilities ("providers"). Except in emergency situations, members should confirm their provider is participating in this product before receiving services to receive the highest level of benefits. Network status may be determined by calling Customer Care at the number indicated on the medical ID card or visiting myuhc.com.



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