



# AGENT

## Administrative Expense Reimbursement Program

SelectHealth Medicare is pleased to compensate you for allowable services (administrative expenses) in addition to enrollment of beneficiaries during the 2023 plan year in accordance with current Third-Party Marketing Organization (TPMO) rules established by the Centers for Medicare and Medicaid Services (CMS) and the Medicare Managed Care Manual (MMCM).

Agents with higher enrollments achieve these results through TPMO activities, incurring increased administrative expenses. As a regional carrier, we recognize resources are needed to support these efforts. Our Agent Expense Reimbursement program is structured to offset these additional expenses according to the results achieved.

And don't forget, as a 5-star rated HMO plan for two consecutive years, Medicare members may make a one-time switch from their current Medicare coverage option to a SelectHealth Medicare HMO plan at any time between December 8, 2022, and November 30, 2023, using the 5-star SEP. As a result, you can sell SelectHealth Medicare plans all year long!

You will be eligible for reimbursement in accordance with the following guidelines:

### QUALIFICATION CRITERIA

For enrollment effective dates between January 1 and December 1, 2023, you will be compensated at the following rates:

Production Level	Reimbursement Amount
After reaching 5 net new enrollments	\$500 in marketing support
Each additional net new enrollment	\$100 in marketing support

Enrollment growth will be calculated on a quarterly basis and paid the following month. Agents are required to maintain receipts of expenses incurred for substantiation purposes, if requested.

## TERMS AND CONDITIONS

1. Enrollments new to SelectHealth Medicare in 2023 will be eligible for the reimbursement program.
2. Agent of Record (AOR) changes are not eligible and will not be counted toward new growth for this program.
3. If the agent is reimbursed for a member that disenrolls within the year, SelectHealth will deduct that amount from future compensation.
4. Agent is responsible for complying with any compensation disclosure requirements that apply along with associated tax obligations.
5. SelectHealth, in its sole discretion, will determine reimbursement eligibility and how to resolve any other issues that may arise for the program.
6. Administrative Expense Reimbursement rates and eligibility are subject to change as communicated in SelectHealth's Agent Insight newsletter.
7. An agent must be in good standing throughout the qualification period to be eligible.
8. An agent may opt out of the program by providing advance written notice.