

Broker Briefing

12/09/2011

2012 SOLO Commission Schedule

The Rocky Mountain Health Plans (RMHP) SOLO Individual and Family Health Plan commission schedule is tied to the annual sales of SOLO subscribers. In 2011, RMHP calculated your sales based on the SOLO subscribers you enrolled from January 1, 2011 through June 30, 2011, multiplied by two.

We will be reviewing the annual sales based on actual SOLO subscribers enrolled for the 2011 calendar year to determine your SOLO commission schedule for 2012. This review will be conducted in January, 2012.

Your 2012 Commission Tier will be effective starting February 1, 2012 and will be reflected on your February commission statement.

As a reminder, the following commission schedule is applied to SOLO enrollment:

New Business Commission Schedule Based on Annual Sales		Renewal Commission Schedule
Annual Sales	Commission Tier	
50 or more subscribers	14% of monthly premium	5% of monthly premium
10 – 49 subscribers	12% of monthly premium	5% of monthly premium
1 – 9 subscribers	10% of monthly premium	5% of monthly premium

We appreciate your support in presenting SOLO to your clients. If you have any questions, please contact the SOLO Sales Team at 800-453-2984, option 4.

As always, if you have any questions, comments or need assistance, please call your Rocky Mountain Health Plans Executive.

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