October 28, 2004

ROCKY MOUNTAIN HEALTH PLANS®
Good health. That's the plan.

BROKER BRIEFINGS NEWS flash

Compensation Communication!

What's The News?

Rocky Mountain Health Plans is pleased to announce an increase in small group commissions. Beginning January 1, 2005, we are increasing producer compensation on small group new business to $23 per subscriber per month. This represents a 10% compensation increase & reflects our appreciation for your continued commitment and support.

When Does It Start?

To make good news ever better, this increase is not only for new small groups, **it applies to your existing small groups as well.** That means effective January 1, 2005, you'll see increases on all your Rocky Mountain Health Plans small group business!

Maximizing Your Compensation...

Remember our recent announcement about dual choice plans in the small group market? As a reminder, you can offer our Choice PPO 5k, Choice PPO 10k, HDHP HMO 5000, or HDHP PPO 5000 plans as a dual choice option with any other RMHP plan for groups with 10 or more enrolling employees.

In addition to unequaled flexibility, this small group dual choice option will encourage enrollment for employees previously waiving coverage because the plans are unaffordable. Fewer waivers & more employees enrolling means more commissions for you! For tips on how to pair & present our dual choice options, get in touch with your RMHP Account Executive.

Thank You!

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

Grand Junction 970-244-7760 or 800-453-2981	Denver 303-689-7367 or 800-823-8356
Durango 970-385-5131 or 888-662-6489	Pueblo 719-253-3900 or 888-332-8963