



**Rocky Mountain Health Plans wants
to show you the
\$\$\$\$ MONEY \$\$\$\$**

NEW SOLO PPO COMMISSION AND BONUS PROGRAM!

**Rocky Mountain Health Plans is listening to you. You
asked for a higher percentage of first year commission
and you got it!**

Effective July 1, 2005

SOLO PPO first year: 20% of monthly premium Paid monthly

SOLO PPO renewal years: 5% of monthly premium Paid monthly

IN ADDITION:

**Receive MORE MONEY for enrolling members in our
SOLO Individual/Family Plan with our new BONUS
program!**

- Enroll a minimum of 5 new individual members* per month with the effective date July 1, 2005 through December 31, 2005
- Receive a \$100 bonus once you reach 5 members per month and \$25 per new member over the 5 enrolled in one month
- Bonus is paid within 30 days after 60 days of continuous enrollment
- Eligible business consists of SOLO Individual/Family Plans only

*For purposes of counting new members for the Bonus Program, all dependents enrolling with an individual will be counted as separate members.

New Commission Details

The new commission program will commence on July 1, 2005 for all new enrollment. SOLO commission for members enrolled prior to July 1, 2005 will be paid on the existing commission schedule of 10% of monthly premium.

New Sales Bonus Program Details

Brokers qualify for a bonus with a minimum enrollment of 5 new members per month, with the effective date of July 1, 2005 through December 31, 2005.

- Receive a \$100 bonus once you reach 5 members per month and \$25 per new member over the 5 enrolled in one month
- Bonus is paid within 30 days after 60 days of continuous enrollment
- Eligible business consists of SOLO PPO Individual/Family plans only

Who is Eligible

Any licensed broker who has entered into a broker agreement with Rocky Mountain Health Plans to sell the SOLO PPO Individual/Family Plans is eligible to participate in the SOLO Bonus Program. If, for any reason, Broker agreement is terminated, Broker will no longer be eligible to participate in the program.

Bonus Program Eligibility

Applications received and approved by Underwriting for effective date July 1, 2005 through December 31, 2005, on a Rocky Mountain Health Plans SOLO PPO Individual/Family plan are eligible.

Enrollment not made during the Bonus Program Period, or members who are not approved for effective dates covered by the Bonus Program Period are not eligible.

SOLO Bonus Program-Not in lieu of commission

The SOLO Bonus Program is based on eligible new members commencing July 1, 2005 through December 31, 2005. The Broker will continue to earn the standard commission of 20% of monthly premium for the first year, and 5% of monthly premium for the renewal years.

Enrollment

Enrollment is defined any member who has completed the application for coverage with Rocky Mountain Health Plans SOLO Individual/Family Plan that has been approved by Rocky Mountain Health Plans and for whom the applicable premium has been received. For purposes of counting new members for the Bonus Program, all dependents enrolling with an individual will be counted as separate members.

Final Decision

In all matters relating to the interpretation and application of any rule or phase of the Bonus Program, the decision of Rocky Mountain Health Plans is final. Rocky Mountain Health Plans also reserves the right to cancel, amend, modify or revoke the Bonus Program at any time due to reasonable business considerations or to circumstances beyond its control.