

broker ALERT

URGENT BROKER NEWS



2023 Individual & Family Plan Commissions

Our competitive compensation is designed to enhance broker earnings in addition to our Broker Rewards program and bonuses.

Remember, starting in 2023, the Individual & Family Plan commission is \$20 per member per month* for new and renewing business.

*Members who pay an Optima Health premium count towards this commission.

New Opportunity: *PHE Unwinding SEP New Business Bonus*

The Federal Public Health Emergency (PHE) for the Covid-19 pandemic is ending. As a result of this 'PHE Unwinding,' Medicaid enrollees will have their eligibility redetermined. It is estimated that 14-20%¹ of Virginia Medicaid enrollees will lose coverage and seek new health insurance options. The redetermination process for Medicaid began on April 1, 2023 and will continue for up to 12 months.

These enrollees need your expertise! **Qualified individuals and their families who lose Medicaid or Children's Health Insurance Program (CHIP) coverage will be eligible for a Special Enrollment Period (SEP) on the Marketplace.** You can help educate potential clients and build your book of business by sharing options for affordable health insurance.

We are happy to offer a bonus to our brokers for enrolling new members during the PHE Unwinding SEP. Thank you for your hard work enrolling

these newly eligible members into our Individual & Family Plans and helping them maintain their coverage.

How To Earn the *PHE Unwinding SEP New Business Bonus*

During the PHE Unwinding SEP, earn a one-time \$200 bonus for each NEW paid member enrolled in one of our Individual & Family Plans. There is no maximum family size or minimum membership requirement.

To qualify for the bonus, the member must have enrolled with a PHE Unwinding SEP and still be an active member at the end of the quarter. The bonus will be paid out the following month.

PHE Unwinding SEP New Business Bonus Schedule

Plan Effective Dates	Bonus Payout Dates
April 1, May 1, and June 1	If the member is active on July 1: August payout
July 1, August 1, and September 1	If the member is active on October 1: November payout
October 1, November 1, and December 1	If the member is active on January 1: February payout

Talk to your Optima Health representative if you have questions about your commission and bonuses. We appreciate your loyalty and will continue to adapt and improve the broker experience.

¹dmas.virginia.gov/media/4706/unwinding-one-pager-legislators-06-06-2022.pdf