

TOP PRODUCER COMP- Qualifications

Individual Household Enrollments

Qualifying Product Types:

- EBA with Cigna PPO
- Gig Care PPO- Metal Plans, America's Choice Metal Plans, America's Choice ACH Plans
- Premium USA, Bronze USA, and Silver USA
- Select Silver (*any version*)

Production Requirements:

- **35 Households enrolled for 1 Qualifying Product Type**
 - Qualifies IMR for Top Producer Comp for that product
 - *10 Households with an ancillary product required. Stand alone Ancillary Households Qualify*
- **60 Combined Households enrolled from Any Qualifying Product Type**
 - Qualifies IMR for Top Producer Comp on all Platform Products
 - *20 Households with an ancillary product required. Stand alone Ancillary Households Qualify*

Note Below:

Top Producer Comp is not retroactive. Compensation is applied on a going forward basis and will apply to all active households for each Qualifying Product Type achieved. The increased compensation from Top Producer Comp will go into effect 30 days after the Product Requirements outlined above have been achieved and will be paid on the first available Monthly Payroll Cycle. Qualifying Household Enrollments are based on Individual / Single Household / 1099 Production. W2 Employer Sponsored Group Enrollments do not apply. All platform Ancillary Plans (with the exception of Vision) qualify towards the outlined ancillary production requirements.

Example: On January 1st, IMR has 30 EBA households enrolled. On Feb 1st, IMR has 35 EBA households enrolled. Pending all 35 Households enrolled are still active on March 3rd, 30 days after achieving the production requirement; IMR will be paid Top Producer Comp on all 35 active households on March 21 which is the first available Monthly Payroll Cycle.