



New Business Bonus Program

1st Quarter 2007-Primary Agent/Producer

- The program will be applied to all Primary Agents and their sub producers writing business in the State of New Jersey.
- Only contracts underwritten or administered by AmeriHealth HMO or AmeriHealth Insurance Company of New Jersey (collectively, AmeriHealth) will be counted and will qualify for bonus payments.
- New Business per contract bonus will be paid at the conclusion of the following month for contracts sold in the prior month (e.g. bonuses for contracts sold and effective in January will be paid in February).
- A contract must be on the books at the close of the month in order to be eligible for bonus payments.
- Broker of Record transfers during the period and groups transferred to AmeriHealth from one of its affiliated companies will not be taken into account for bonus calculation purposes. Only new commissionable medical contracts sold will be included in the calculation of the number of contracts eligible for the new business per contract bonus payments.
- There are no minimum contract requirements.
- The monthly new business per contract bonus payments are in addition to standard commissions.
- Bonus payments to sub producers will be administered by their Primary Agent. Sub producer eligibility for bonus payments is based on their Primary Agent's participation in the bonus program.

Subject to the terms and conditions set forth above, a Primary Agent will be paid a per-contract bonus payment for any new business submitted and approved for effective dates between January 1, 2007 and March 15, 2007.

New Business Per Contract Bonus

SEH Groups 2-50 eligible employees

For every new business contract sold with an effective date between January 1, 2007 and March 15, 2007, AmeriHealth will pay:

- ✓ *\$20 per contract to the Primary Agent*
- ✓ *\$40 per contract for the sub producer*

Mid Market Groups 51-300 eligible employees

For every new business contract sold with an effective date between January 1, 2007 and March 15, 2007, AmeriHealth will pay:

- ✓ *\$5 per contract to the Primary Agent*
- ✓ *\$20 per contract for the sub producer*

Groups 301+ will be eligible for bonus with a maximum payout per group sold at \$7,500.