

2022 Massachusetts Commission Program



Monthly Medical Commissions

Medical groups with 1-4, 5-9 and 10-50 enrolled employees

- As of January 1, 2022, any new medical business or medical business that renews in the Commonwealth of Massachusetts will be paid the following:

Existing Book of Business	New Business	Renewing Business
1-4 enrolled	\$12 PCPM	\$12 PCPM
5-9 enrolled	\$22 PCPM	\$22 PCPM
10-50 enrolled	4%	4%

- At each sale and upon each renewal, group size is determined to be either 1-4, 5-9 or 10-50. The applicable commission scale remains in place until the next renewal.

Middle Market Medical

Medical groups with 51-99 enrolled employees

New Business and Renewal Commission

- This schedule applies to new medical business and renewals effective on or after January 1, 2022.
- For groups with multiple sub-groups, paid premium is combined for commission scale.

Note: This program does not apply to self-funded accounts.

Middle Market & Large Group Medical Commission	
Paid Premium	Commission Rate
First \$200,000	4.50%
Next \$1,000,000	3.50%
Next \$4,000,000	1.25%
Over \$5,200,000	1.00%

Large Group Medical (100+ Employees)

Note: The service fee will continue for groups with 100+ employees.

To obtain more information about commissions, please review the Definitions, Policies and Procedures and Important Information on the broker section of connecticare.com.

The foregoing constitutes a part of the Commission and Incentive Bonus Programs document referenced in the Broker Agreement between Broker and ConnectiCare. Please refer to the Definitions, Policies and Procedures and Important Information on the broker section of connecticare.com and your Broker Agreement for further information.

