

## Broker commissions for 2024 individual marketplace sales

We're pleased to announce the 2024 commission structure for appointed brokers selling individual Geisinger marketplace plans. You must be appointed with Geisinger Commercial Individual to qualify for commissions.

### New members

- Brokers will receive a payment of **\$20 per member per month (PMPM)** for members enrolling for the first time, and general agencies will receive **\$5 per member per month (PMPM)**.

### Renewals/existing members

- A renewal commission of **\$10 per member per month (PMPM)** will be offered for members renewing for their second year or more, and general agencies will receive **\$5 per member per month (PMPM)**.

**Don't forget:** You must be appointed with GHP Commercial Individual to sell our Individual Marketplace products!

**Note:** New individual business written between Jan. 1, 2016, and June 30, 2020, are not eligible for commissions. Individuals enrolled prior to Dec. 1, 2015, are paid according to the commission illustrated above. These payments are included in monthly premiums and are not an additional cost to members.

**Questions? Contact your account service representative.**