

L.A. Care Covered™ Commission Schedule

The following commission schedule applies to L.A. Care Covered™ plans in effect beginning January 1, 2019 and will remain the same until terminated or replaced by L.A. Care Health Plan in writing or with L.A. Care's discretion.

Individual & Family Plans: Broker Commissions

Contract Year	PMPM
2019 New Enrollment	\$20.00 PMPM
2019 Renewal	\$24.00 PMPM
2020 New Enrollment (onward)	\$20.00 PMPM
2020 Renewal (onward)	\$20.00 PMPM

PMPM = Per Member Per Month

Sample Scenario of a New Enrollment 2019

An agent enrolls a new family of two in Los Angeles County with an effective date of January 1, 2019 and remains with the plan throughout the entire year (January 2019 through December 2019). The agent will earn 20 dollars per member per month for the 12 months of 2019 for a total of \$480 (2 members x 12 months x \$20).

Sample Scenario of Renewing Members 2019

An agent renews a family of three in Los Angeles County (subscriber, spouse, and child) with an effective date of January 1, 2019, and remains with the plan throughout the entire year (January 2019 through December 2019). The agent will earn 24 dollars per member per month for the 12 months of 2019 for an agent total of \$864 (3 members x 12 months x \$24).

Sample Scenario of Renewing Members 2020

An agent renews a family of three in Los Angeles County with an effective date of January 1, 2020, and remains with the plan throughout the entire year (January 2020 through December 2020). The agent will earn 20 dollars per member per month for the 12 months of 2020 for a total of \$720 (3 members x 12 months x \$20).