

As a reminder, here is the commission structure including the unlike plan payment change starting with January 1, 2016 effective enrollments:

Type of enrollment (as indicated on CMS MARx report)	CMS Compensation Rate	UnitedHealthcare Payment (Full or Pro Rata)
New to MA with no prior plan history	Initial rate	Full (12 months)
Unlike plan change <ul style="list-style-type: none"> - MA or MAPD to PDP or cost plan - PDP to cost plan or MA - Cost plan to MA, MAPD or PDP 	Initial rate	Pro Rata (Months on plan)
Like plan change <ul style="list-style-type: none"> - PDP to PDP - MA, MAPD or MMP to another MA, MAPD or MMP - A cost plan to another cost plan 	Renewal rate	Pro Rata
Employer Group Plan to Non-Employer Group Plan	Initial rate	Full if no prior plan history; Pro Rata if prior plan history

Thank you for your hard work this Annual Enrollment Period (AEP)! We are proud to be a strong, stable partner in the Medicare marketplace.