



PLAY-FOR-KEEPS



Qualifications:

The Agency must have a contract that allows the sale of the SoloCare product line.

Qualified Agencies must have a minimum of 100 IFP (SoloCare) members as of January 1, 2021. Agencies meeting this minimum are eligible for two (2) bonus programs during the 2021 benefit year.

Bonus Program One:

\$30 Per Member

Agencies with greater than a 94% retention rate from January 1, 2021 to March 31, 2021 paid through dates receive a one-time \$30 bonus payment on every member over 100 enrolled during Open Enrollment who are eligible and paid through March 31, 2021.

Bonus Program Two:

\$300 Per Member

Agencies with greater than a 75% retention rate from January 1, 2021 to December 31, 2021 paid through dates receive a one-time \$300 bonus for every member enrolled during Open Enrollment eligible and paid through December 31, 2021 over the 75% threshold amount.

Example: The Bright Agency sells 200 SoloCare members for January 1st. This meets the minimum threshold of 100 members or greater... thus qualifying this agency for the Play-for-Keeps program.

As of March 31, 2021, paid through dates, the agency has 190 members (10 members lost). This calculates to be a 95% retention rate for Bonus #1 and qualifies the agency to receive a one-time bonus of \$30 for every member over 100 members... so $\$30 \times 90 \text{ members} = \$2,700$ bonus paid.

As of December 31, 2021, paid through dates, the agency has 160 members. This calculates to be a retention rate of 80% ($160/200$) so for every member over 150 (the retention rate being set at 75%) the agency earns a one-time bonus of \$300. Ten members (the number of members exceeding the 150-retention minimum) $\times \$300 = \$3,000$.

The Bright Agency would earn \$2,700 from Bonus #1 and \$3,000 from Bonus #2... for a total 2021 bonus of \$5,700.