

We applaud your contributions to a healthy business.

Regence Acclaim: Rewarding a job well done.

We value your business and support and would like to recognize your efforts and the value you bring to our members. The Regence Acclaim program provides payouts for group business enrolled between April 1, 2016, and March 31, 2017. It's our way of showing how much we appreciate the relationship we've built together.

This program is available to any producer who reaches Platinum or Gold status between April 1, 2016, and March 31, 2017. Once a producer achieves Platinum or Gold status, all business written between April 1, 2016, and March 31, 2017, will be counted when calculating payouts.

Payouts for new groups

We'll recognize your contribution for helping groups transition from another carrier to one of our Regence medical plans.

Producer Ranking	Minimum subscribers	Payout per subscriber
Gold	150	\$20.00
Platinum	300	\$40.00

- ▷ Maximum payment per group is \$50,000.
- ▷ There is no overall cap on new business payouts. For example, if you write two accounts that qualify for a payout, each account is capped at \$50,000 and the total possible payout is \$100,000.
- ▷ Agent of Record letters (AORs) do not count toward new-business payouts.
- ▷ ASC groups must include pharmacy benefits (PBM) or stop loss contracts to be eligible for new business payouts.
- ▷ Stop loss contracts are not eligible for bonus payouts and are not included when determining Platinum or Gold status.

Book-of-business payouts

Recognizing you for your continued efforts to communicate the value that Regence medical plans bring to members is also important to us. To qualify for the book-of-business payout, we'll evaluate how much existing business you retain during the program period.

Producer Ranking	Book-of-business threshold	Payout per subscriber
Gold	90%	\$7.00
Platinum	95%	\$14.00

Questions?

Please visit regence.com or contact your Regence sales representative.

- ▶ Maximum payment per group is \$50,000
- ▶ A book-of-business payout can be paid only if you have at least five separate employer groups and 50 total subscribers on March 31, 2016, and on March 31, 2017.
- ▶ Book of business is calculated by comparing enrolled subscribers as of March 31, 2016, against enrolled subscribers in the same employer groups as of March 31, 2017. New business is not included; an account can contribute toward a book-of-business payout only after at least one successful renewal cycle.
- ▶ Agent of Record letters (AORs) will count toward book-of-business bonus calculations as long as you have had the customer for more than six months.
- ▶ ASC groups must include pharmacy benefits (PBM) or stop loss contracts to be eligible for book-of-business payouts.

Other program rules

- ▶ Regence reserves the right to terminate or modify this program at any time and without further notice. In order to qualify for any payment described in this flyer, you must be an appointed Platinum or Gold producer with Regence and comply with all of the terms, conditions and limitations contained in (i) the Producer Agreement for Individual & Group Products applicable to your appointment, and (ii) the “Regence Acclaim Terms and Conditions,” available upon written request or at the web address presented below. Regence reserves the right to interpret the terms and conditions of the Regence Recognize program.
- ▶ Reasons for terminating or modifying this program include, but are not limited to, new state or federal regulations associated with health care reform.
- ▶ All consultants will receive bonus payouts if their client opts into the program and the consultant represents the medical plan subscribers.
- ▶ This program applies to group and association business only.
- ▶ Employer groups enrolled through a General Agent or Agency are not considered Regence groups when calculating payouts.
- ▶ Payout will be reported on Schedule A (Form 5500) to all applicable groups.
- ▶ A producer may opt out of the program at any time by providing written notice to Regence.
- ▶ The Regence Acclaim program does not apply to other arrangements that have custom components. Please consult with your Regence sales or account representative for more details.