



## 2026 Commissions

### Individual Plans – Commission Amounts

1. St. Luke's Health Plan will pay commission for the sale of each Individual Plan at \$18 per-member per-month (PMPM).
2. Brokers who completed our post-training assessment will receive an additional \$1 PMPM individual commission bump for plan year 2026.
  - Note: Broker Training sessions occur on 8/20/25 and 8/26/25. The assessment must have been completed by 10/31/25 to be eligible.
3. Compensation on each Individual Plan is capped at a maximum of five (5) members per policy, including the subscriber, one (1) spouse and up to three (3) dependents.
4. Commission will be calculated monthly based on the enrolled dependent count and the Plan's receipt of the applicable monthly premium, or net premium in the case of APTC.

### Small Group Plans – Commission Amounts

- A. St. Luke's Health Plan will pay commission for the sale of Small Group Plans as follows:
1. For groups with 2-10 benefit-eligible employees: \$27.00 PEPM
  2. For groups with 11-50 benefit-eligible employees: \$30.00 PEPM
- B. Commission will be calculated based on the group's monthly employee enrollment numbers, as reflected in the monthly commission report.

### Large Group Plan – Commission Amounts

Contingent upon the group and negotiation during RFP process.

### Timing of Commission Payments – Group and Individual

1. Commission will be paid monthly.
2. For Small Group and Individual Commissions, payment will be issued around the 15<sup>th</sup> day of the month for the prior month's enrollment. When the 15<sup>th</sup> day falls on a weekend or holiday, payments will be made on the following business day.
3. Commissions will only be disbursed after the Health Plan has received the purchaser's monthly applicable premium payment in full. (For example: January enrollment commission payments will be dispersed on February 15 provided the full applicable premium was paid to the Plan.)

If you have questions, please email us at [brokerservices@slhealthplan.org](mailto:brokerservices@slhealthplan.org).

