

High-Risk Pool Agent Compensation Survey June 15, 2011

	What are agents paid for submitting a complete application?	Is any risk-pool specific training provided to agents?	If training is provided, what benefits do the agents receive from participating in the training?
Alabama	None	No	N/A
Alaska	\$100	No	N/A
Arkansas	\$100	No	N/A
Colorado	\$25	No for CoverColorado. For PCIP held three webinars to educate them on all the specifics about the new PCIPs	N/A
Connecticut	\$50	No	N/A
Idaho	5% of premium	No	N/A
Illinois	\$50	No	N/A
Iowa	\$200	No	N/A
Kentucky	\$50	No	N/A
Maryland	\$100	Under Consideration	Under Consideration
Minnesota	\$50	On request	Have worked with other entities on occasion to offer CEUs for specific training sessions.
Mississippi	\$100	No	N/A
Missouri	\$150	On request	CE credits have been provided.
Montana	\$100	Letters sent each year to agents updating them on changes and opportunities in the risk pool. Also have partnered with Blue Cross Blue Shield (BCBS) of MT to provide risk pool specific training to the BCBS agents.	CE credits for training.
Nebraska	\$25	No	N/A
New Hampshire	\$200	Yes	Producers who complete the online education course are listed on our web site as Preferred Producers and receive 4 CE credits.
North Carolina	First four applications in a year get \$150 each. Payment increases to \$200 beginning with fifth application.	Trained over 500 agents in 2010 via Webinar.	Trained agents are listed on website for members to use if they are interested. Agents who do not assist on at least one case every 6 months are culled from the list. Highest producers are placed on top of list. Leads program allows trained agents to receive pre-screened referrals of interested applicants.
North Dakota	\$25	On request	N/A

Oklahoma	\$100	On request	Some engagements approved for CE credit.
Oregon	\$75	Yes	Continuing education credits and trained agents are included on a referral list used if individuals or companies want to talk to an insurance agent; agents also benefit from improved understanding of the array of options available for low-income individuals.
South Carolina	None	No	N/A
South Dakota	3% of premium	No	N/A
Texas	\$50	Yes	One-hour CE credit.
Utah	\$50	No	N/A
Washington	\$100	Web-based training available	Agents are put in the directory.
West Virginia	\$50	No	N/A
Wisconsin	\$40	No	N/A
Wyoming	\$100	Yes	CE training on risk pool provided by Wyoming Insurance Department.

Note: Beginning July 1, 2011, in the 23 states where HHS administers the federal pool/PCIP, agents will be paid \$100 per approved application.

Pre-Existing Condition Insurance Plan

Federal Funding

**ACTUAL RATE /
ACTUAL ASSISTANCE
(16%)**

PCIP \$50 Broker Fee		
Actual Enrollment (9 Months)		
	Amt Paid	# Enrolled
Oct-10	-	-
Nov-10	\$ 2,350.00	47
Dec-10	\$ 1,750.00	35
Jan-11	\$ 2,300.00	46
Feb-11	\$ 3,300.00	66
Mar-11	\$ 4,150.00	83
Apr-11	\$ 3,100.00	62
May-11	\$ 4,450.00	89
Jun-11	\$ 5,300.00	106
TOTAL	\$ 26,700.00	534

**INCREASED RATE / ACTUAL
ASSISTANCE (16%)**

PCIP \$100 Broker Fee		
Actual Enrollment (9 Months)		
	Amt Paid	# Enrolled
Oct-10	-	-
Nov-10	\$ 4,700.00	47
Dec-10	\$ 3,500.00	35
Jan-11	\$ 4,600.00	46
Feb-11	\$ 6,600.00	66
Mar-11	\$ 8,300.00	83
Apr-11	\$ 6,200.00	62
May-11	\$ 8,900.00	89
Jun-11	\$ 10,600.00	106
	\$ 53,400.00	534

**INCREASED RATE / INCREASED
ASSISTANCE (25%)**

PCIP \$100 Broker Fee		
All New Enrollment (9 Months)		
	Amt Paid	# Enrolled
Oct-10	\$ 12,800.00	128
Nov-10	\$ 7,400.00	74
Dec-10	\$ 7,800.00	78
Jan-11	\$ 7,300.00	73
Feb-11	\$ 9,500.00	95
Mar-11	\$ 10,100.00	101
Apr-11	\$ 10,900.00	109
May-11	\$ 11,300.00	113
Jun-11	\$ 6,200.00	62
	\$ 83,300.00	833

**INCREASED RATE / INCREASED
ASSISTANCE (100%)**

PCIP \$100 Broker Fee		
All New Enrollment (9 Months)		
	Amt Paid	# Enrolled
Oct-10	\$ 51,300.00	513
Nov-10	\$ 29,500.00	295
Dec-10	\$ 31,100.00	311
Jan-11	\$ 29,200.00	292
Feb-11	\$ 38,000.00	380
Mar-11	\$ 40,300.00	403
Apr-11	\$ 43,400.00	434
May-11	\$ 45,000.00	450
Jun-11	\$ 24,900.00	249
	\$ 332,700.00	3327

Major Risk Medical Insurance Program

Prop 99 Funding

ACTUAL RATE / ACTUAL ASSISTANCE (20%)

MRMIP \$50 Broker Fee		
Actual Enrollment (11 Months)		
	Amt Paid	# Enrolled
Jul-10	\$ 1,650.00	33
Aug-10	\$ 3,750.00	75
Sep-10	\$ 1,850.00	37
Oct-10	\$ 1,500.00	30
Nov-10	\$ 2,800.00	56
Dec-10	\$ 3,100.00	62
Jan-11	\$ -	-
Feb-11	\$ 2,350.00	47
Mar-11	\$ 2,000.00	40
Apr-11	\$ -	-
May-11	\$ 3,100.00	62
TOTAL	\$ 22,100.00	442

INCREASED RATE / ACTUAL ASSISTANCE (20%)

MRMIP \$100 Broker Fee		
Actual Enrollment (11 Months)		
	Amt Paid	# Enrolled
Jul-10	\$ 3,300.00	33
Aug-10	\$ 7,500.00	75
Sep-10	\$ 3,700.00	37
Oct-10	\$ 3,000.00	30
Nov-10	\$ 5,600.00	56
Dec-10	\$ 6,200.00	62
Jan-11	\$ -	-
Feb-11	\$ 4,700.00	47
Mar-11	\$ 4,000.00	40
Apr-11	\$ -	-
May-11	\$ 6,200.00	62
	\$ 44,200.00	442

INCREASED RATE / INCREASED ASSISTANCE (25%)

MRMIP \$100 Broker Fee		
All New Enrollment (11 Months)		
	Amt Paid	# Enrolled
Jul-10	\$ 7,000.00	70
Aug-10	\$ 8,000.00	80
Sep-10	\$ 4,800.00	48
Oct-10	\$ 5,300.00	53
Nov-10	\$ 4,400.00	44
Dec-10	\$ 5,400.00	54
Jan-11	\$ 3,800.00	38
Feb-11	\$ 4,700.00	47
Mar-11	\$ 3,600.00	36
Apr-11	\$ 4,500.00	45
May-11	\$ 20,560.00	51
	\$ 72,060.00	566

INCREASED RATE / INCREASED ASSISTANCE (100%)

MRMIP \$100 Broker Fee		
All New Enrollment (11 Months)		
	Amt Paid	# Enrolled
Jul-10	\$ 27,900.00	279
Aug-10	\$ 32,100.00	321
Sep-10	\$ 19,300.00	193
Oct-10	\$ 21,000.00	210
Nov-10	\$ 17,700.00	177
Dec-10	\$ 21,500.00	215
Jan-11	\$ 15,200.00	152
Feb-11	\$ 18,600.00	186
Mar-11	\$ 14,500.00	145
Apr-11	\$ 17,800.00	178
May-11	\$ 20,560.00	206
	\$ 226,160.00	2262