Producer New & Renewal Bonus Program
2027 Marketplace

National Program | All 2027 Marketplace States

Rewarding your hard work and continued partnership.

Total New & Renewal Members	Bonus Amount per Member
0-49	$0
50-99	$50
100-249	$75
250+	$100

✓ BONUS GUIDELINES

- This bonus applies to qualifying members in all states where Molina offers a 2027 Marketplace product.
- The bonus program applies to qualifying Open Enrollment Period (OEP) and Special Enrollment Period (SEP) business.
- Members must remain continuously enrolled for three consecutive months in 2027. At the time of bonus calculation, the member must be up to date on premium payments and not be in a grace period.
- Members with unresolved enrollment, eligibility, or data discrepancies (including 834 discrepancies) will not be included in the bonus calculation.
- Each qualifying member will be counted only once. A maximum of five (5) members per policy will be counted.
- Molina may review, adjust, withhold, deny, offset, or recover bonus payments based on compliance concerns, investigations, fraud, or misconduct, eligibility or enrollment issues, Producer of Record (POR) changes, premium, regulatory, administrative, data, or other corrections affecting bonus eligibility, including after payment.
- Molina's determination of bonus eligibility and bonus calculations shall be final and made in accordance with applicable law and the terms of this program.
- Bonus amounts must be earned by each producer individually. Enrollments credited to one producer will not be combined with enrollments credited to another producer.
  - If there is a POR change during the first three months of enrollment, the producer on record as of the final day of the three consecutive months will be eligible for the bonus payment.
- If the National Producer Number (NPN) has been removed and is not present at the time the bonus is calculated, the member will not be included in the bonus payment.
- This is a one-time payment per member and not a per member per month (PMPM) payment.
- The initial bonus payment will be made to the agency in May 2027 for qualifying members with a January 1, 2027, effective date. Qualifying members with later effective dates will be calculated and paid monthly thereafter.

Example:

- January 2027 effective dates (new and renewal): Calculated as of 3/31 (only counting members with January effective dates), paid out in May.
- February 2027 effective dates (new enrollments): Calculated as of 4/30 (only counting members with February effective dates), paid out in June.
- March 2027 effective dates (new enrollments): Calculated as of 5/31 (only counting members with March effective dates), paid out in July.
- The final bonus payment will be calculated as of February 28, 2028 (and paid in April 2028) for December 2027 effective dates.

- Producer and agencies must remain properly licensed, certified, appointed (where required), and in good standing at the time bonus amounts are earned and paid.
- Molina reserves the right to amend, suspend, terminate, interpret or administer this bonus program, at its sole discretion, subject to applicable law.

Thank you for your partnership.

◆ Your Marketplace Sales Team

The **2027** Marketplace Producer Bonus Program is a supplemental incentive program under the Marketing General Agency (MGA) Agreement. Unless expressly stated otherwise, the terms and conditions of the MGA Agreement govern this program.