

# BOR & Broker Comp

## **BROKER OF RECORD (BOR):**

To change the broker of record (BOR) on an existing HealthPass group, a broker of record (BOR) letter must be completed and sent under the following guidelines:

1. The letter must be on company letterhead and the group named as it is in the HealthPass Online Portal (HOP) along with the HealthPass Group # stated.
2. The new broker's name and their HealthPass broker ID #\* must be included.
3. An authorized officer of the company must sign the BOR letter.

Please send the completed/required documents to your General Agent. If you do not work with a General Agent, please send the documents to:

Email: [sales@healthpass.com](mailto:sales@healthpass.com)

Compensation will be paid on BOR change(s) beginning the 1<sup>st</sup> of the month following the processing of the completed BOR letter. Commission statements will be mailed on or about the 15<sup>th</sup> of the month and will be based on full group premium received through the 5<sup>th</sup> of the month.

\*Brokers who are not currently credentialed with HealthPass must submit our credentialing documents and be appointed with our partner medical carriers before compensation can be paid.

## **BROKER DIRECT DEPOSIT:**

Get your commissions faster through direct deposit. All you have to do is fill out and return the [Direct Deposit form](#) and your commissions will be deposited into your bank account - It's that simple!

## **BROKER RESOURCES:**

Check out the Broker Resources section on our [website](#). It contains several helpful links such as:

- [Broker Proposal](#) - Run a quote on HealthConnect
- [Broker Calculator](#) - Generate customized rate sheets including Defined Contribution (DC) by monthly dollar amount or by a percentage and apply a specific payroll cycle
- [Quarterly Rate Sheets](#) - Medical and ancillary plans
- [Provider Directory](#) - Search by carrier and network

## **BROKER COMMISSION**

### **Medical**

- EmblemHealth 3% (Bridge Plans 0%)
- Empire 4%
- Healthfirst 4%
- Oxford 3.75%

### **Ancillary**

- Dental 7%
- Vision 7%
- FSA & Commuter Benefits 3%
- Life/AD&D/LTD 13%
- Accident 7%
- ID Theft 10%

## **IMPORTANT CONTACTS**



Sales, Client Services  
and Renewals  
888-313-7277



[sales@healthpass.com](mailto:sales@healthpass.com)



[www.healthpass.com](http://www.healthpass.com)