



# BOR & Broker Comp

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

To update the Broker of Record (BOR) for an existing HealthPass group, please submit a completed [BOR Change Authorization Form](#) or a BOR letter. All BOR letter submissions must follow the guidelines below:

1. The letter must be on company letterhead and the group(s) named as it is in the HealthPass Online Portal (HOP) along with the HealthPass Group # stated.
2. The new broker and/or General Agent name and their HealthPass 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, email the documents to: [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 submission. Commission statements are available to view and download on the [HealthPass Online Portal \(HOP\)](#), on/about the 15<sup>th</sup> of each month and will be based on full group premium received through the 5<sup>th</sup> of the month.

## **AGENT CREDENTIALING:**

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](#)
- [Business Associate Agreement](#)
- [Credentialed Agent Agreement](#)
- [Selling Agent Application](#)
- [W-9](#)

## **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 by monthly dollar amount or by a percentage and apply a specific payroll cycle
- [Benefits Exchange Rate Sheets](#)
- [Ancillary Exchange Rate Sheets](#)
- [Provider Directory](#) - Search by carrier and network

## **BROKER COMMISSION**

### **Medical**

- Anthem 4%
- EmblemHealth 0%
- Oxford 3.75%
- UnitedHealthcare 4%

### **Ancillary**

- Dental 8.5%
- Vision 7%
- FSA & Commuter Benefits 3%
- Disability/Life/AD&D 13%
- Life & Life/AD&D 7%
- Accident 7%
- Beyond Med 15%
- ID Theft 10%
- Pet Plan 8%

## **IMPORTANT CONTACTS**

 Sales, Client Services and Renewals  
888-313-7277

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

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