

Your partnership *is important to us.*

Introducing Regence Recognize.

Regence values your business and support and would like to recognize your efforts and the value you bring to our members. That's why the Regence Recognize program provides payouts for group and association business enrolled between April 1, 2012, and March 31, 2013. It's our way of showing how much we appreciate the relationship we've built together.

New group and association business development

We'll recognize your contribution for helping groups transition from another carrier to one of our Regence medical plans.

Producer Ranking	New Sales (amounts are per subscriber)
	Regence Medical
Platinum	\$40.00
Gold	\$20.00

Micro and association groups of 1 to 4 subscribers are excluded under the new business development component. Payout is capped at 2,000 enrolled employees per new group.

Large case payouts

An additional payout is awarded for sales of new groups with a minimum of 500 enrolled employees. Qualifying producers who sell these large cases will receive:

Producer Ranking	Large Case Payout (amounts are per case)		
	1 case	2 to 4 cases	5 or more cases
Platinum or Gold	\$5,000	\$10,000	\$15,000

For both new group and association business development and large case sales, subscriber count is determined based on the number of enrolling employees on the group's effective date. Payouts will be issued one month after the effective date.

Book of business

Recognizing you for your continued efforts to communicate the value that Regence medical plans bring to members is also important to us. To qualify for the book of business payout, we'll evaluate your retention results and new sales efforts during the program period.

Here's a breakdown of how the payouts will work:

Producer Ranking	Total Book of Business (amounts are per subscriber)		
	90%	100%	110%
Platinum	\$6.00	\$20.00	\$40.00
Gold	\$3.00	\$10.00	\$20.00

We'll track your retention and new sales and update you on your progress throughout the year. We'll determine your book of business by comparing your enrolled subscribers as of March 31, 2012, against your ending enrollment count as of March 31, 2013. Payouts will be issued in May 2013 or afterwards.

Other program rules

- Regence reserves the right to terminate or modify this program at any time and without further notice. In order to qualify for any payment described in this flyer, you must be an appointed producer with Regence and comply with all of the terms, conditions and limitations contained in (i) the Producer Agreement for Individual & Group Products applicable to your appointment, and (ii) the "Regence Recognize Terms and Conditions," available upon written request or at the web address presented below. Regence reserves the right to interpret the terms and conditions of the Regence Recognize program.
- This program applies to group and association business only.
- Payout will be reported on Schedule A (Form 5500) to all applicable groups.
- A producer may opt out of the program at any time by providing written notice to Regence.
- The Regence Recognize program does not apply to other arrangements that have custom components. Please consult with your Regence sales or account representative for more details.

Rules are subject to change. For complete rules, please visit wa.regence.com/agent/commission/ and click on *Regence Recognize*.

Questions? Please contact your Regence Sales Representative.