

Kaiser Permanente Individual Medicare

2023–2024 Individual Medicare Field Broker Commission Schedule

This commission schedule applies only to field agents selling Medicare Advantage through one of our participating Field Marketing Organizations (FMO) on behalf of Kaiser Permanente.

Participating FMOs include (1) GS National – CO, GA and MAS; (2) HealthMarkets – CO, GA, MAS and NW; (3) Integrity Marketing – CO, GA, MAS and NW; and (4) Premier Benefit Consultants – HI only

KP Market	Contract	Plan Year	New-to-KP Members	Existing KP Members enrolling into KP Medicare	
			Initial / Renewal	Initial (Age-in)/ Renewal	Medicare Plan Change
Colorado (KPCO)	H0630 H3138	2023	\$601 / \$301	\$0 except where Individual U65 Broker of Record is consistent*	\$0
		2024	\$611 / \$306	\$611 / \$306	
Georgia (KPGA)	H1170	2023	\$601 / \$301	\$0 except where Individual U65 Broker of Record is consistent*	
		2024	\$611 / \$306	\$611 / \$306	
Mid-Atlantic States (KPMAS) Maryland, Virginia & DC	H2172	2023	\$601 / \$301	\$0 except where Individual U65 Broker of Record is consistent*	
		2024	\$611 / \$306	\$611 / \$306	
Hawaii (KPHI)	H1230	2023	\$601 / \$301	\$0 except where Individual U65 Broker of Record is consistent*	
		2024	\$611 / \$306		
Northwest (KPNW) Oregon and the southern Washington counties of Clark, Cowlitz and Wahkiakum	H9003	2023	\$601 / \$301		
		2024	\$611 / \$306		
Washington (KPWA)	H5050	Under a different Contract directly with KPWA. Out of Scope for this Schedule.			

*To determine consistent broker of record across U65 Individual coverage and Medicare coverage, we match on the National Producer Number (NPN). Brokers must be receiving commission payments on the non-Medicare Individual coverage for at least 3 months prior to the Medicare enrollment to be considered for Medicare commissions.

Additional Compensation Notes:

- Kaiser Permanente (KP) is 100% automated with electronic application submission through SunFire. No paper applications are accepted, and broker of record changes only occur when there is a change in coverage; there is no separate broker of record request process for Medicare outside of automation.
- Commissions are paid within 60 days AFTER the effective date. Payments are made to the FMO once annually (including renewals) per applicant, and CMS status is confirmed before making payment. Standard proration and chargeback rules apply. Your FMO may distribute commissions monthly – check with your agency.
- Where KP previously paid \$0 commission for existing member enrollments aging into Medicare in GA, CO and Mid Atlantic (MD, VA, DC), KP will begin to pay renewals on those enrollments in 2024.