



Direct Contracting Levels and Comp. Schedule

Comp Level	Code:	Description of Levels and Advances
25%	S-25	<p>New Representative with no experience in the LTC industry.</p> <p>Compensation level can move up to 30% after two writing two new HHC Member Plans or by recruiting two new representatives to AHCS.</p>
30%	S-30	<p>Low volume business. Little to no experience in the LTC industry.</p> <p>Compensation level can move up to 35% by writing 4 new HHC Member Plans or by recruiting four new representatives to AHCS.</p>
35%	S-35	<p>Established small practice, focused on the senior market. Knowledge with LTC, Annuities, Life.</p> <p>Compensation level can move up to 40% by (A) writing 4 new HHC Member Plans per month for two consecutive months or by contracting 6 plus new representatives in the organization to AHCS.</p>
40%	MA-40	<p><u>Managing Agency:</u> Well established representative, agency or professional focused on the senior market. Experienced in LTC, Annuities and Life.</p> <p>Compensation level can move up to 45% by writing 10 new HHC Member Plans per month for two consecutive months.</p>
45%	MA-45	<p><u>Managing Agency:</u> Well established representative, agency or professional focused on the senior market. Highly experienced in LTC, Annuities and Life.</p> <p>Compensation level can move to 50% (Top Contract Level) by writing 20 new HHC Member Plans per month for 2 consecutive months.</p>
50%	MA-50	<p><u>Managing Agency:</u> This is the highest level available.</p> <p>Managing Agency / Marketing Organization. This position can receive overrides on every representative he/she recruited.</p>