



Amendment to the Ohio Standard Commission Schedule for Health and Life Accounts (Schedule A)

This Amendment to the Medical Mutual of Ohio, Ohio Standard Commission Schedule for Health and Life Accounts ("Schedule A") is amended effective April 1, 2021.

The section titled Health Business and subsection titled Accounts with 1-99 Eligible Employees – Standard Commission Rates of Schedule A that went into effect January 1, 2021 is hereby amended and replaced with the following:

Accounts with 1-99 Eligible Employees - Standard Commission Rates

The account size for groups with 1-99 eligible employees is determined by Medical Mutual at the time of sale or renewal development.

For groups with 1-50 total employees, the Account Size of 1-9 or 10-50 is based on the number of enrolled employees. For groups with 51-99 total employees, the Account Size is 51-99.

The following standard Health commission rates are for ACA and non-ACA business for all channels for groups with 1-50 total employees, except for COSE MEWA groups having April 1, 2021 through June 30, 2021 effective dates.

<u>Account Size</u>	<u>New Sale Commission Rate</u>	<u>Renewal Commission Rate</u>
1 to 9	\$25.00 per employee per month	\$20.00 per employee per month
10 to 50	\$35.00 per employee per month	\$30.00 per employee per month

For COSE MEWA groups, the following standard Health commission rates are for groups with 1-50 total employees with effective dates of April 1, 2021 through June 30, 2021.

<u>Account Size</u>	<u>New Sale Commission Rate</u>	<u>Renewal Commission Rate</u>
1	\$25.00 per employee per month	\$20.00 per employee per month
2 to 9	\$35.00 per employee per month	\$20.00 per employee per month
10 to 50	\$60.00 per employee per month	\$30.00 per employee per month

The above New Sale and Renewal Commission Rates will be reduced by \$6 per employee per month for Producers with fewer than 50 contracts in their combined 1 to 9 and 10 to 50 books of business as of the Measurement Dates below. Reduced commission rates will apply to 1 to 9 and 10 to 50 accounts in the Producer's book of business during the Impacted Commission Periods below.

<u>Measurement Date</u>	<u>Impacted Commission Period</u>	<u>Payment Period</u>
January 31	March through May	April through June
April 30	June through August	July through September
July 31	September through November	October through December
October 31	December through February	January through March

The following standard Health commission rates are for ACA and non-ACA business for all channels for groups with 51-99 total employees.

<u>Group Effective Date</u>	<u>New Sale Commission Rate</u>	<u>Renewal Commission Rate</u>
Prior to April 1, 2021	\$31.50 per employee per month	\$31.50 per employee per month
April 1, 2021 or after	\$35.50 per employee per month	\$31.50 per employee per month

All other compensation described in the January 2021 Schedule A remains unchanged.