

Get rewarded for selling Sentara Health Plans!



2026 Commission Schedule

Subscribers Enrolled	New Sales PCPM ¹	Renewal PCPM ¹
1-3	\$31	\$21
4-14	\$41	\$31
15-50	\$34	\$28
51-150	\$27	\$21



Northern Virginia Bonus Program



New Business award:
\$250 per enrolled contract
sold!²

Contact your Sentara Health Plans
representative for more information.

Statewide Bonus Programs



New Business - Quarterly

Broker Rewards points awarded based on # of new enrolled subscribers sold per quarter³

- 1st place → 10,000 points
- 2nd place → 9,000 points
- 3rd place → 8,000 points
- 4th place → 7,000 points
- 5th place → 6,000 points
- 6th place → 5,000 points
- 7th place → 4,000 points
- 8th place → 3,000 points
- 9th place → 2,000 points
- 10th place → 1,000 points



Retention - Quarterly

Award is \$25 or 25 points per renewing subscriber (where agent book of business is 85% retained for the quarter)^{3, 4}

¹ Mid-Market Fully Insured & all BusinessEDGE® may select up to 5% commission in lieu of PCPM

² Group must be situated in one of the following counties/cities: Alexandria city, Arlington, Clarke, Fairfax, Fairfax city, Falls Church city, Fauquier, Frederick, Fredericksburg city, Loudoun, Manassas city, Manassas Park city, Prince William, Spotsylvania, Stafford, Warren, Winchester city

³ Broker Rewards points can be exchanged for name-brand merchandise, travel, tickets to local events, gift cards, charitable donations, and more!

⁴ Must start with a minimum of 50 enrolled subscribers per quarter