

Market Panel Commission Rates

Last Updated – 11th May 2012



A whole of market panel with the benefit of enhanced commission terms from the following providers.

Four-year Payment Terms

Provider / Product Type	Term Assurance & Critical Illness						Income Protection						Family Income Benefit					
	Online			Paper			Online			Paper			Online			Paper		
	Lautro	Gross API	Net API	Lautro	Gross API	Net API	Lautro	Gross API	Net API	Lautro	Gross API	Net API	Lautro	Gross API	Net API	Lautro	Gross API	Net API
AEGON	165	185	179	150	168	162				150	168	162	165	185	179	150	168	162
Ageas	172	192	185				172	164	158				172	192	185			
Aviva	160	189	182	150	177	171		150	145		150	145						
Bright Grey	180	201	194	170	190	183	154	173	167	146	163	157	180	201	194	170	190	183
Friends Life	180	201	194	170	190	183	180	201	194	170	190	183	180	201	194	170	190	183
Legal & General	165	185	179	155	173	167	160	153	148	160	153	148	165	185	179	155	173	167
LV=	165	185	179	155	173	167	165	158	152	155	149	144				155	173	167
PruProtect	165	195	188	155	183	177	165	195	188	155	183	177	165	195	188	155	183	177
Scottish Provident	170	190	183	160	179	173	146	163	157	137	153	148	170	190	183	160	179	173
Zurich	167	197	190	157	185	179				108	110	106						

PMI Rates

Provider / Product Type	Individual Schemes		
	Scheme Type	Initial Commission	Renewal Commission
Allianz Worldwide Care	All products	10%	10%
Aviva	Individual PMI (1 year Indemnity terms)	50%	5%
	Group PMI (1 year Indemnity terms)	25%	10%
AXA PPP	<u>SME PMI</u>		
	Director	12%	8%
	VIP	12%	8%
	Executive	12%	8%
	Business Express	12%	8%
	<u>Individual PMI</u>		
	Ideal	25%	5%
	Key	25%	5%
Assure	25%	5%	
Premier	25%	5%	
Bupa*	BupaCare EssentialCare LocalCare Local HospitalCare	25%**	5%
	Senior BupaCare	25%	5%
	HealthCash HealthChoice		5%
	Travel	20%	20%
	Cash Plan Health Additions	10%***	Nil
Exeter Family Friendly	Healthcover for Me New Bus	50%	5%
	Healthcover for Me MORI	50%	5%
	Healthcover for Me Switch	35%	5%
	Healthchoices for Me New Business	50%	5%
	Healthchoices for Me MORI	50%	5%
	Healthchoices for Me Switch	35%	5%

PMI Rates

Provider / Product Type	Individual Schemes		
	Scheme Type	Initial Commission	Renewal Commission
The Permanent Health Company****	Individual – Moratorium or Fully Underwritten	30%	5%
	Individual – CPME Switch	10%	5%
	Age-Related Company Group - Moratorium or Fully Underwritten	12.5%	12.5%
	Age-Related Company Group – CPME Switch & Medical History Disregarded	10%	10%
	Claims Related/Flat Rated Group	5% as standard but can be negotiated	
	Voluntary & Affinity Groups	By arrangement	
	Worldwide Travel	10%	10%
PruHealth	Individual PMI	45%	5%
	Group PMI (SME)	10%	10%
Simplyhealth	Personal and Family Membership	30%	5%
	Voluntary Group Membership	30%	5%
	Company Group Membership	15%	5%
	Company Group Membership Previously not insured	25%	5%
	Care for Corporates	By negotiation	By negotiation
	Confident Dental Health Cover	N/A	10%
	Other business, including Voluntary Groups where special discount rates apply	By negotiation	By negotiation
	Simply Private Health	40%	10%
	Private Health Individual Membership	N/A	10%
	Hospital Cash Plus	N/A	5%

PMI Rates

Provider / Product Type	Individual Schemes		
	Scheme Type	Initial Commission	Renewal Commission
Universal Provident	Choices (Individual)	22.5%	22.5%
	Choices (Corporate)	15.0%	15.0%
WPA	Essentials, Premier & Elite	50%	5%
	Active, Direct & XS Health (New)	50%	5%
	Enterprise Flexible Benefits*****	20%	10%
	Fully Underwritten	10%	10%
	CPME/Easy Transfer	40%	5%
	Wellness option		

* Applies to Individual Schemes purchased or renewed otherwise than in connection with an Affinity Scheme.

** The Initial Commission Rate shall be 10% if Bupa does not require the person purchasing the cover to provide a medical questionnaire at the time they request the cover eg in the case of ex-group transfers.

*** The Initial Commission Rate shall be 12.5% if the total of the Bupa Cash Plan and Bupa Health Additions Net Subscriptions in respect of which the Independent Intermediary is eligible for commission in a calendar year (from Individual and Group Schemes) is greater than £81,900 and 15% if the total Net Subscriptions in respect of which the Independent Intermediary is eligible for commission in a calendar year (from Individual and Group Schemes) is greater than £163,800.

**** Available on Indemnity and Non-Indemnity. Indemnity commission – commissions are paid on an indemnity basis in the first year only. From renewal all payments are on a non-indemnity basis.

***** Rates include Islander EFB & EFB

Cash Plans

Provider / Product Type	Scheme Type	Initial Commission	Renewal Commission
Health Shield Friendly Society	Essentials & Essentials Plus	10%	10%
	Tailored schemes	10%	10%
	Flex Schemes	5%	5%
	Voluntary Paid Corporate	10%	2.5%
Simplyhealth	Company Paid	10%	10% on premium income received
	Individual Business	15%	5%
	Flexible Cash Plan Business (does not apply to legacy business)	10%	10%
	Voluntary Cash Plan	No commission	No commission
WPA	NHS Top Up (Individual & Voluntary)	40%	5%
	Providental (Individual & Voluntary)	40%	5%
	NHS Top Up (Corporate)	25%	5%

Submitting business via PMS® to the above providers, members receive 96.5% of the API directly from the provider.

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All rates are rounded to the nearest whole number.
Renewal Trail is 2.5% unless stated otherwise.

All rates displayed are for illustrative purposes only and are based upon information received from Product Providers. Commission rates may be subject to change without notice. PMS cannot be held liable for any difference in the commission rate displayed and that paid by Product Providers.

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