

Commission Disclosure Survey

This is the form your broker will be
reluctant to complete.

Agent/Broker Name: _____

Insurance Policy: _____

Does your firm, or anyone within your firm receive any of the following types of compensation and/or benefits from any insurance carrier, Third Party Administrator (TPA), or vendor in relation to any of the work performed on behalf of the employee benefit programs provided to our organization:

Standard Commissions

(Yes or No) If yes, please list the payers' name, specific amounts, frequency and other related fee information.

Contingency Payments Based on Retention/Production Volume

(Yes or No) If yes, please list the payers' name, specific amounts, frequency and other related fee information.

"One Time" Per Group or Per Subscriber Bonus Payments

(Yes or No) If yes, please list the payers' name, specific amounts, frequency and other related fee information.

Trips/Vacations/Prizes/Gifts

(Yes or No) If yes, please list the payers' name, specific amounts, frequency and other related fee information.

Additional Fees built into the premiums charged by an insurance carrier, TPA, or Vendor

(Yes or No) If yes, please list the payers' name, specific amounts, frequency and other related fee information.

Hourly Rate Calculator

Calculate an Hourly Rate of Pay From a Commission Based Compensation Model

- 1) Total the various compensation payments received by your agent/broker annually on behalf of your organization.
- 2) Ask your agent/broker to list the services their firm provides to your organization annually.
- 3) Ask your agent/broker to estimate the total number of hours spent annually providing the services listed.
- 4) Calculate your agent/brokers hourly rate of pay by dividing the total payments received by the hours spent providing the services listed.