

Nov. 2, 2022

# Broker Bulletin

GHP Commercial Group and Individual

GEISINGER HEALTH PLAN

**#1** in member satisfaction  
among commercial health plans in PA for 3 years in a row.

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Geisinger

## GHP welcomes new senior director of commercial new sales

Tom Chuba joined GHP sales as the senior director of commercial new sales on Oct. 24.

Tom is a health and welfare benefits sales and marketing executive with 30-plus years of experience. He spent 24 years with various Blues plans (including Highmark, Florida Blue, and Regence Blue Shield in Washington) in director roles, leading new sales and account management, and was a catalyst and driving force for innovation and transformational change.

A western Pennsylvania native, Tom graduated from Clarion University with a bachelor's degree in business administration. He's a former officer in the U.S. Army, and his family includes his wife Lissy and their two sons.

## Broker handbooks: Everything you need to be successful

Our broker handbook for Q1 of 2023 is now available.

This handbook contains everything you need to confidently sell and renew GHP plans, including contacts, submission requirements, all plans brochure, first quarter benefits and rates, applications, forms and more.

[Get your copy](#)

## 2023 small group ACA benefit change

To better serve our employer groups, we've updated some of our plans. Your quick, easy reference guide to 2023 plan changes and updates is now available.

[Take a look](#)

## 2023 small group ACA All Plans Brochure now available

Review all our small group plans for 2023.

[See the plans](#)

## Broker commissions for 2023

Below is our 2023 broker commission structure for fully-insured groups with 2–99 enrolled employees and Geisinger Funding Alternative (GFA) groups. The structure is effective Jan. 1 through Dec. 1, 2023.

### New fully insured business: 2-99 enrolled

- All new-to-Geisinger Health Plan fully insured groups will have a payment of \$50 per employee per month (PEPM) for their first year.

### Existing fully-insured business: 2–99 enrolled

- A renewal commission of \$32 PEPM will be offered for groups renewing their second year.
- A renewal commission of \$30 PEPM will be offered for groups renewing for their third year or more.

### GFA: 2–199 enrolled\*

- Commissions of \$30 PEPM are offered for all new groups and existing groups upon renewal.
- Reach out to your account service representative to remove or request additional commission.

Questions? Contact your account representative.

*\*New GFA business requires a minimum of 5 enrolled, 2 enrolled for renewals.*

## Just for you:

### brokerHUBs:

- [Commercial brokerHUB](#)
- [GHP broker benefit documents](#)
- [Individual brokerHUB](#)
- [Geisinger Gold brokerHUB](#)
- [EmployerHUB](#)
- [2023 GHP ACA Benefits Documents](#)



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