

**Released: January 1, 2020**  
**Broker Compensation Schedule Calendar 2020**

Health insurance brokers have played, and continue to play, a vital role in helping small employers and individuals buy the right health insurance plans for their needs and budget. Under 33 V.S.A. §§ 1803 and 1805(17), the legislature directed the Department of Vermont Health Access (DVHA) to establish a standard fee or compensation schedule that allows licensed brokers to be appropriately compensated for assisting eligible employers, employees and individuals to enroll into qualified health plans. Section 1805 also specifies that these broker fees are to be separate from health plan premiums. This memo announces the fee schedule that will apply to brokers for services related to the 2019 Vermont Health Connect plans.

**NOTICE OF LICENSED INSURANCE BROKER STANDARD FEE AND COMPENSATION FOR CALENDAR YEAR 2020 IN ACCORDANCE WITH TITLE 33 VERMONT STATUTES 1805 (17)**

Pursuant to 18 V.S.A. §§ 1803, and 1805 (17), the Commissioner for the Department of Vermont Health Access is charged with the mandatory duty to set compensation schedules for licensed insurance agents and brokers.

The fee schedule is to compensate agents and brokers for their assistance and services to eligible employers, employees and individuals to enroll into qualified health plans (QHPs) for the calendar year 2020.

As part of its procedures, the Department of Vermont Health Access reserves the right to hear appeals, and decide or alter compensation schedules based on complaints from the public regarding rates.

Customers can contact the Department of Vermont Health Access, Vermont Health Connect, regarding broker related questions and compensation assistance by calling the Customer Support Center at 1(855)554-4488 or emailing Vermont Health Connect at [VTHealthConnect@vermont.gov](mailto:VTHealthConnect@vermont.gov).

The following are the specifics of the schedule for calendar year 2020 only:

1. The default 2020 broker fee schedule will be \$20.00 per month for each employee or individual who designates a registered broker and receives assistance in enrolling into a QHP.
2. The monthly fee for employers will be based on the number of employees the employer has enrolled.
3. A mutually agreed upon compensation schedule, negotiated in good faith between a broker and a customer, represents a compensation schedule that allows the broker or agent to be appropriately compensated for their assistance and services; and may contain a monthly fee that differs from the default monthly fee listed above.



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4. No subsidies will be provided by the Department of Vermont Health Access for broker services.

5. Brokers are authorized to enter into alternative contractual arrangements with their clients, including additional services, and will bill its client directly for the monthly fee.

In addition to establishing the broker fee schedule, the State of Vermont has and will continue to support the broker community with training, a dedicated service line for assisters, and VHC staff to help with inquiries from the broker community.

We appreciate your assistance and welcome your continued participation with Vermont Health Connect in service to the health insurance needs of Vermonters.

Sincerely,

Cory Gustafson  
Commissioner

