Health Connector for Business Policy: Broker

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This policy applies to small group health and dental products.

An employer group may assign to its account an insurance producer ("broker") who:

1. Holds a valid health producer’s license issued from the Commonwealth of Massachusetts to sell, solicit or negotiate small group health insurance;
2. Has completed training as required by the Health Connector for Business;
3. Has agreed to comply with Health Connector for Business regulations, policies, and terms and conditions including but not limited to any privacy and security standards; and
4. Has created an account on the Health Connector for Business website.

Employer Groups: Adding, Modifying and Removing a Broker

An employer group may add a broker to its account at any time. To do so, the employer group must log in to their online account, then search for and select a broker.

An employer group may terminate the broker associated with its account at any time. To do so, the employer group must log in to its online account and select the “Terminate Broker” option. After termination, an employer group may add a new broker to its account at any time.

The request to add or remove a broker from an employer group account will be processed effective immediately.

Broker of Record

The Broker of Record on a given employer group at any time will be determined solely by the association of said broker to the employer group in the Health Connector for Business systems. An employer group may only have one broker associated at any time, and it is at the sole discretion of the employer group to add or remove a broker.

Premium Payments

The Health Connector for Business may accept premium payments from a broker on behalf of an employer group.

Broker Commissions:

The Health Connector for Business will pay commissions to the authorized broker of an eligible employer. Commissions will be paid out monthly as determined by the Health Connector for Business Broker Commission Statement, as published on the broker’s Health Connector for Business account.
In the event of an addition or removal of a broker from an employer group, any changes to commission payments will occur as of the first day of the month following the month in which the request was received.