



INTERMEDIARY: NETWORK
REMUNERATION STRUCTURE 2012 (VAT inclusive)
FSP SOLUTIONS (Pty) Ltd

NEW BUSINESS - INDIVIDUALS

On individual referral business successfully placed with a medial scheme, the following fees are payable by Medquote:

Type	Remuneration	Payable
Source of Lead / Referral	R 300	Once off
Brokers notes	R 300	Once off

NEW BUSINESS – GROUPS

- Defined as a central pay-point of 20 or more members
- Appointment Letter and Signed Service Level Agreement required on all groups.
- Optivest Health Services will allocate a servicing consultant to each group.

Type	Remuneration	Payable
Appointment letter as healthcare consultant obtained by FSP Solutions Intermediary	20% monthly	5 years
Introduction of potential groups, Optivest Health Services obtains appointment letter as healthcare consultant	30% monthly	1 year