



**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  |