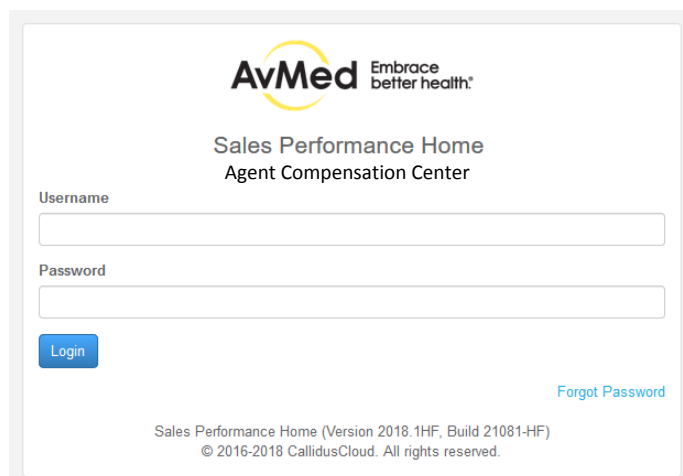


Logging into the Agent Compensation Center:

URL: <https://avmd-mprd.callidusondemand.com/SalesPortal/#!/>



The screenshot shows the login interface for the AvMed Sales Performance Home Agent Compensation Center. At the top is the AvMed logo with the tagline "Embrace better health". Below the logo, the text "Sales Performance Home" and "Agent Compensation Center" is displayed. There are two input fields: "Username" and "Password". A blue "Login" button is positioned below the password field. To the right of the login button is a link that says "Forgot Password". At the bottom of the page, there is a small copyright notice: "Sales Performance Home (Version 2018.1HF, Build 21081-HF) © 2016-2018 CallidusCloud. All rights reserved."

Username: "VN"+ (i.e. VNxxxxx)

First Time Login & Password Prompt: You will receive a link via email with your Username (pre-filled, please take note of it), which will prompt you to create a password the first time you login to the system. If for some reason you do not receive the initial login email, follow the Password Reset instructions listed below.

Password Reset: Enter your Username (you will need to know your VN# in order to reset), select "Forgot Password", and on the following page select "Submit" to have an email sent to you. Please note the link in the email is only good for 60 minutes.

Agency Administrator aka Primary Commission Contact: Password reset emails are sent to the agency's designated Agency Administrator also referred to as Primary Commission Contact's email. Please email your agent support representative if there are changes to the primary contact and email.

Agent Compensation Center Access: There are several ways to access the Agent Compensation Center.

1. The link in the monthly Payment Advice email sent to the Agency Administrator.
2. Via www.avmed.org, click on Business, under Agents click on AgentCompensation, and then click on the blue Compensation Statements button.
3. Save the web URL <https://avmd-mprd.callidusondemand.com/SalesPortal/#!/> into your favorites; or, as a short cut on your desktop.

Global Dashboard:

Below is what your screen will look like when you first log into CallidusCloud:

The screenshot shows the initial login screen of the CallidusCloud system. At the top, there are two dropdown menus: 'Viewing:' set to 'Global Dashboard' and 'Period:' set to 'Jan 1, 2018 - Jan 31, 2018'. Below these, the main content area is divided into two columns. The left column, titled 'AvMed Announcements', contains a message: 'This is your Global Dashboard. To navigate to your Compensation Dashboard, please select your dashboard from the drop-down menu at the top of your screen, labeled "Viewing."' The right column, titled 'Payee Profile', contains fields for 'First:', 'Last:', 'User Name:', 'Position Name:', and 'E-mail:', all of which are currently empty.

AvMed Announcements:

This displays announcements from the Compensation Team at AvMed to all users of CallidusCloud.

Payee Profile:

Displays your agency's information as follows:

First: (not applicable)

Last: Agency Name

User Name: Callidus Login Username

Position Name: Same as your Username with the addition of _IFP to indicate Individual Sales only

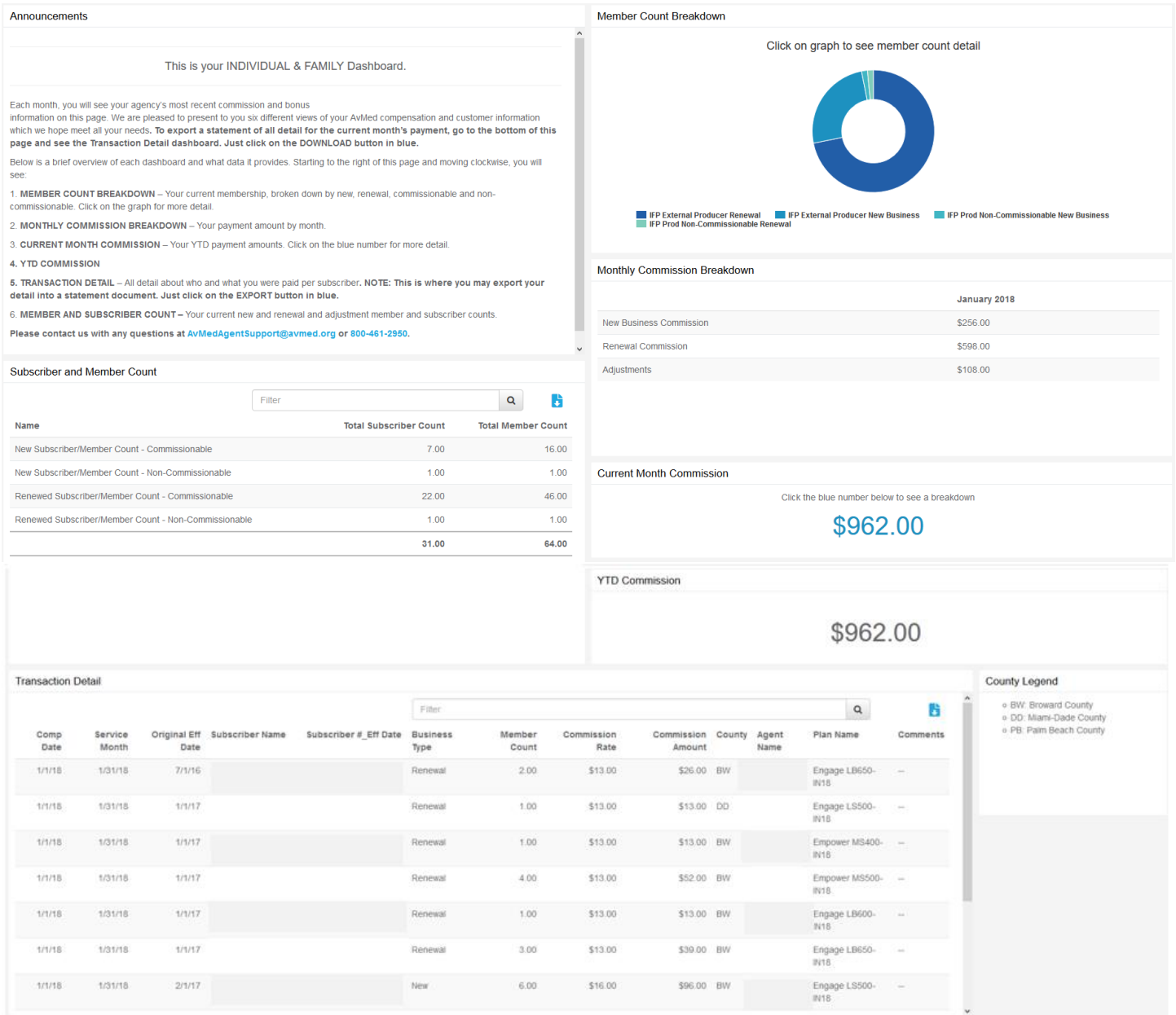
Email: Agency Administrator/Primary Commission Contact's email address

To drill down to your reporting dashboards, select “IFP External – Producer” from the drop-down menu

This screenshot shows the same interface as the previous one, but with the 'Viewing:' dropdown menu open. The 'Global Dashboard' option is highlighted in blue, and the 'IFP External - Producer' option is selected. The 'Period:' dropdown remains set to 'Jan 1, 2018 - Jan 31, 2018'. The 'AvMed Announcements' and 'Payee Profile' sections are still visible below the dropdowns.

Performance Dashboards:

This is the dashboard you will be able to see after navigating from the Global Dashboard:

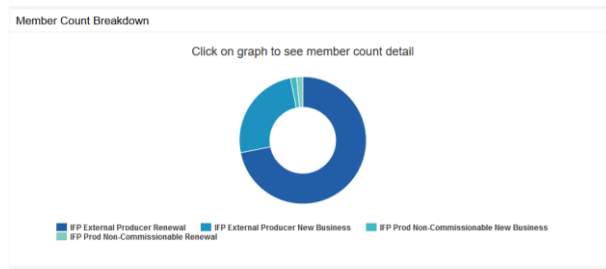


Announcements:

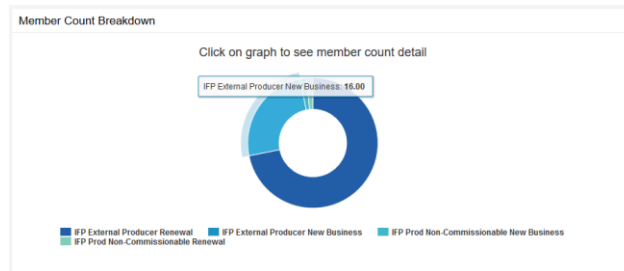
This displays announcements from the Compensation and Finance Teams at AvMed to Agencies specifically.

Member Count Breakdown:

This widget displays your member count, broken into New and Renewed Member Count. This also breaks the member count into *Commissionable* and *Non-Commissionable* based on the criteria laid out in your compensation plan. The titles at the bottom of the widget can be clicked to toggle them out and back into the graph.



When you hover over a certain group, it displays the associated member count:



Finally, if you click into one of the groups, it will take you to a drill-down where you can see the details of your members that make up that group. On that drill-down, you can click the download button in the upper right-hand corner to download to excel.

Transaction Detail

Filter

| Comp Date | Service Month | Original Eff Date | Subscriber Name | Subscriber #_Eff Date | Business Type | Member Count | Commission Rate | County | Agent Name | Plan Name |
|-----------|---------------|-------------------|-----------------|-----------------------|---------------|--------------|-----------------|--------|------------|--------------------|
| 1/1/18 | 1/31/18 | 2/1/17 | | | New | 6.00 | \$16.00 | BW | | Engage LS5500-IN18 |
| 1/1/18 | 1/31/18 | 1/1/18 | | | New | 1.00 | \$16.00 | BW | | Empower MG225-IN18 |
| 1/1/18 | 1/31/18 | 1/1/18 | | | New | 1.00 | \$16.00 | BW | | Empower MB600-IN18 |
| 1/1/18 | 1/31/18 | 11/1/17 | | | New | 2.00 | \$16.00 | DD | | Empower MB650-IN18 |
| 1/1/18 | 1/31/18 | 1/1/18 | | | New | 3.00 | \$16.00 | BW | | Engage LB650-IN18 |
| 1/1/18 | 1/31/18 | 1/1/18 | | | New | 1.00 | \$16.00 | BW | | Empower MG225-IN18 |
| 1/1/18 | 1/31/18 | 9/1/17 | | | New | 2.00 | \$16.00 | DD | | Engage LS5500-IN18 |

Subscriber and Member Count:

This displays a breakdown of New and Renewed, Commissionable and Non-Commissionable Subscriber and Member Counts for the displayed month. The icon in the top right indicates that this table can be downloaded to excel.

Subscriber and Member Count

Filter

| Name | Total Subscriber Count | Total Member Count |
|--|------------------------|--------------------|
| New Subscriber/Member Count - Commissionable | 7.00 | 16.00 |
| New Subscriber/Member Count - Non-Commissionable | 1.00 | 1.00 |
| Renewed Subscriber/Member Count - Commissionable | 22.00 | 46.00 |
| Renewed Subscriber/Member Count - Non-Commissionable | 1.00 | 1.00 |
| | 31.00 | 64.00 |

Monthly Commission Breakdown:

This widget shows your monthly commission broken down into New Business, Renewal, and Adjustments. This will show data broken down by month and so you are able to see a month-by-month comparison.

Monthly Commission Breakdown

| | January 2018 |
|-------------------------|--------------|
| New Business Commission | \$256.00 |
| Renewal Commission | \$598.00 |
| Adjustments | \$108.00 |

Current Month Commission:

This widget displays what you were be paid this month. You can select the blue number to see a breakdown of how this was calculated.

| |
|--|
| Current Month Commission |
| Click the blue number below to see a breakdown |
| \$962.00 |

YTD Commission:

This widget displays what you have been paid so far, this year, including the current month.

| |
|----------------|
| YTD Commission |
| \$962.00 |

Transaction Detail Report:

This displays all of your current members including new and renewed members, reinstatements, clawbacks, and adjustments. Each header is sortable, and you can also filter by entering text into the filter bar at the top. Finally, by selecting the icon in the top corner allows you to download all transactions to Excel.

Transaction Detail

| Comp Date | Service Month | Original Eff Date | Subscriber Name | Subscriber #_Eff Date | Business Type | Member Count | Commission Rate | Commission Amount | County | Agent Name | Plan Name | Comments |
|-----------|---------------|-------------------|-----------------|-----------------------|---------------|--------------|-----------------|-------------------|--------|------------|--------------------|----------|
| 1/1/18 | 1/31/18 | 7/1/16 | | | Renewal | 2.00 | \$13.00 | \$26.00 | BW | | Engage LB650-IN18 | -- |
| 1/1/18 | 1/31/18 | 1/1/17 | | | Renewal | 1.00 | \$13.00 | \$13.00 | DD | | Engage LS500-IN18 | -- |
| 1/1/18 | 1/31/18 | 1/1/17 | | | Renewal | 1.00 | \$13.00 | \$13.00 | BW | | Empower MS400-IN18 | -- |
| 1/1/18 | 1/31/18 | 1/1/17 | | | Renewal | 4.00 | \$13.00 | \$52.00 | BW | | Empower MS500-IN18 | -- |
| 1/1/18 | 1/31/18 | 1/1/17 | | | Renewal | 1.00 | \$13.00 | \$13.00 | BW | | Engage LB600-IN18 | -- |
| 1/1/18 | 1/31/18 | 1/1/17 | | | Renewal | 3.00 | \$13.00 | \$39.00 | BW | | Engage LB650-IN18 | -- |
| 1/1/18 | 1/31/18 | 2/1/17 | | | New | 6.00 | \$16.00 | \$96.00 | BW | | Engage LS500-IN18 | -- |

County Legend:

This widget describes the 3 main counties with their 2 letter codes.

| County Legend |
|-------------------------|
| o BW: Broward County |
| o DD: Miami-Dade County |
| o PB: Palm Beach County |