

## ANNEXURE D

### BROKER COMPENSATION – 2011

1. Compensation is payable for the introduction and provision of ongoing service to members of Discovery Health Medical Scheme at a rate of 3% of the member's contribution plus VAT up to a maximum as prescribed.
2. Where applicable, any late-joiner penalties applied will be excluded from the calculation of API for commission purposes.
3. The procedure and rules applicable to the receipt and payment of compensation claims is determined in written Broker Agreements.
4. Brokers are appointed by the member or his representative being his employer and the relationship may be terminated by either party, if so desired.
5. No person may be precluded from applying for membership of Discovery Health Medical Scheme on the grounds that the applicant is not using a broker to apply for such membership.

