

Medical

Dental

Vision

Life

Disability

Fuel your performance

With Anthem's new agent commission and specialty broker bonus programs

You work hard and we want to reward you for your endurance. That's why our small group medical and specialty teams are offering you two additional ways to earn more when you sell Anthem medical, dental, vision, life and disability.

Medical Agent Commission Program

Anthem is offering a **6% commission**¹ for the life of the case² when you sell any new small group medical case with 10+ enrolled employees for a July 1, 2020 to January 15, 2021 effective date.

PROGRAM GUIDELINES

Group/Membership Eligibility:

- A Small Group consists of 1–100 eligible employees.
- Only eligible Small Groups with 10 or more enrolled employees on Anthem medical plans with an effective date of July 1, 2020–January 15, 2021, qualify for this program.
- New Small Business Group employees are those who have the same enrollment effective date as the employer group's original Anthem effective date (i.e., if an employer group's original effective date is 1/15/21, then the members must also have an effective date of 1/15/21).
- Commission percentage is based on the number of enrolled employees with Anthem medical plans.

Agent Eligibility:

- Appointed agents must be in good standing with a current, signed Anthem agent contract and valid license on file.
- Qualified business will included business sold through a General Agent partner or direct to Anthem.

Specialty New Business Bonus

When groups add:	Per enrolled contract you'll earn:
Dental	\$6
Vision	\$2
Life	\$1
Long-term Disability	\$1
Short-term Disability	\$1

PROGRAM GUIDELINES

- Applicable to fully insured and ASO groups with an effective date of July 1, 2020 to January 15, 2021.³
- Maximum payment per line of coverage is capped at 500 enrolled employees.
- This program is in addition to existing standard bonus programs.
- Bonus only includes cases in which Anthem is paying a commission.
- Groups must be active at the end of the bonus period.
- General agents are not eligible for this bonus, however, business submitted through GA Partners will qualify.
- Payments will be made following the end of the bonus period.

THIS IS HUGE! Time is limited. Start selling more now!

1. 6% flat up to \$1M annualized premium, then .8% above \$1M. This is for ACA plans only and does NOT include ABF or PEO sales. 2. If an Agent of Record to make change occurs, the commission will automatically update to the standard 5% flat up to \$1M annualized premium, then .8% above \$1M. If the book of business is transferred, commission will automatically update to the standard 5% flat up to \$1M annualized premium, then .8% above \$1M. The 6% schedule applies only as long as the group stays enrolled in an Anthem Small Group plan. 3. Compensation under this program will be reported where required under federal and/or state law. Anthem reserves the right all rules and determinations regarding the bonus program, and may modify or eliminate the program at any time without notice. For more detailed information on the bonus program, please contact your Anthem Sales representative.