

Earn more as you head into peak season

with our California broker commission incentive program for new Small Groups with **eight** or more enrolled employees

Our enhanced broker commission program lets you earn more rewards as you head into peak season. Sell a new Small Group medical case with eight or more enrolled employees with an October 2022 to January 2023 effective date and you can earn **6% commission**¹ for the life of the case.²



Important commission incentive program details

- New Small Group medical cases with eight or more enrolled employees sold with an October 2022 to January 2023 effective date are eligible.
- Small Groups up to 100 employees are eligible to participate.
- Commission incentives will be paid based on current Anthem commission and licensing contracts.
- Agent-of-record changes do not qualify for the commission incentive payout.
- New medical contracts on existing groups are not eligible.
- Incentive payments will be disclosed and reported where required by applicable law.
- Anthem reserves the right to adjust future bonus amounts if groups are terminated retroactively after the period's bonus program calculations and payments have been made.
- New Small Group employees are those who have the same enrollment effective date as the employer group's original Anthem effective date.
- Commission percentage is based on the number of enrolled employees with Anthem medical plans.
- Appointed agents must be in good standing, with a current, signed Anthem agent contract and valid license on file.
- Qualified business will include business sold through a general agent partner or direct to Anthem.

We are here to help you sell and earn more

If you have questions about our broker commission incentive program, contact your local Anthem Sales team.



¹ Seven percent flat up to \$1M annualized premium, then 0.8% above \$1M. This is for Affordable Care Act (ACA) plans only and does not include ABF 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 0.8% above \$1M. If the book of business is transferred, commission will automatically update to the standard 5% flat up to \$1M annualized premium, then 0.8% above \$1M. The 7% schedule applies only as long as the group stays enrolled in an Anthem Small Group ACA medical plan.

Anthem Blue Cross is the trade name of Blue Cross of California. Independent licensee of the Blue Cross Association. Anthem is a registered trademark of Anthem Insurance Companies, Inc.