

SMALL GROUP PRODUCTS & BROKER COMMISSIONS

CARRIER / PLAN	GROUP SIZE	COMMISSION
Aetna Funding Advantage¹		
Medical	10-50	\$30 - Can be adjusted
Aflac (Individual Voluntary Plans)¹		
Creative Solutions	3-99 Policy holders	Begins at 12%
Allstate Benefits¹		
Medical	2-24 25-50 51-200	7.0% 6.0% 4.5%
Ameritas		
Dental	3-199	10% Level Simple Add-Ons - 10%
Vision	3+	10% Level Simple Add-Ons - 10%
Anthem Blue Cross Blue Shield		
Medical	1-50	\$28-\$36 PCPM**
Dental	2-50	8%
Vision	2-50	10%
Life and AD&D	2-50	10%
Avesis		
Vision	2-100	10% [for all years]
BEST Life and Health Insurance Company²		
Dental	2-50 51-99 Voluntary 5-50 Voluntary 51-99	10% 8% 10% 8%
Vision	5+	10%
Life and AD&D	2+	15%
Camden-Avesis¹		
Vision	5-50	10%
Cigna¹		
Medical	25-250	5%
Dental	25-250	10%
Vision, Life and Disability	25-250	Contact your Word & Brown representative as we will need to co-broker
Colonial Life¹		
Dental, Life, Disability, Accident, Critical Illness, Cancer and Hospital Confinement Indemnity	3+	Varies by product

* In addition to full, standard carrier broker commissions for cases placed through Word & Brown.

** PCPM amount varies based upon group size and broker tiering.

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Companion Life¹		
Dental	Group size varies by product	2+ Lives: First \$10K - 10% Next \$10K - 7.5% Next \$10K - 5% Above - 3.5% Voluntary 3+ - 10%
Vision	2-50	10%
LTD	2-50 Voluntary: 10-50	2-9 Lives: 15% 10+ Lives: First \$5K - 15% Next \$10K - 10% Next \$10K - 8% Next \$20K - 5% Above - 2.5% Voluntary 10+ - 15%
STD	2-50 Voluntary: 3-50	2-9 Lives: 15% 10+ Lives: First \$5K - 15% Next \$10K - 10% Next \$10K - 8% Next \$20K - 5% Above - 2.5% Voluntary 10+ - 15%
Life and AD&D	2-50 Voluntary: 5-50	2-9 Lives: 15% 10+ Lives: First \$5K - 15% Next \$10K - 10% Next \$10K - 8% Next \$20K - 5% Above - 2.5% Voluntary 5+ - 15%
Delta Dental		
Dental	Group size varies by plan	10%
Delta Dental (MWG)¹		
Dental	1-4	10%
E.D.I.S.¹		
Freedom Dental	2-50 51-99	10% 7.5%
Group Term Life	2+	10%
EDHP Hybrid, RBP and Buy Up Plans	2+	\$6 PEPM, and the below % of both the specific and aggregate premium. • 8% if spec deductible is \$10,000 • 9% if spec deductible is \$20,000 • 10% if spec deductible is \$30,000 or higher
EDHP MVP Plan	2+	\$10 PEPM
MEC Plans	2+	\$5 PEPM
Evolved Benefits¹		
Staff Benefits Management and Administrators (SBMA)	25-100	Basic - \$10 Virtual - \$10 Ultra - \$15 Ultimate - \$15
Transamerica/TransConnect	2-100	HP45 - 18%
Guardian²		
Dental, Vision, Life, STD, LTD, Accident, Critical Illness, Hospital Indemnity, Cancer	1-50	Standard M-Scale

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CARRIER / PLAN	GROUP SIZE	COMMISSION
Humana¹		
Dental and Vision	1-50	First \$10,000: 10% Next \$10,000: 7.5% Next \$10,000: 5% Next \$20,000: 2.5% Over \$50,000: 1.5%
Employer-Sponsored Group Life & AD&D	1-50	10%
Voluntary Group Life and AD&D	1-50	15%
International Medical Group Inc. (IMG)¹		
Alternative International Medical, Business Travel Insurance, Travel Risk Mngmt. & Travel Assistance Services	2-50	10%
Lincoln Financial Group¹		
Dental	2-99	First \$10,000 - 10.00% Next \$10,000 - 8.00% Next \$10,000 - 4.00% Next \$20,000 - 2.00% Next \$50,000 - 1.50% Next \$150,000 - 0.25% Next \$250,000 - 0.15% Above \$500,000 - 0.15%
Vision	2-99	10%
LTD	2-99	First \$15,000 - 15.00% Next \$10,000 - 10.00% Next \$25,000 - 5.00% Next \$50,000 - 1.00% Above \$100,000 - 0.50%
Life AD&D and STD	2-99	First \$2,000 - 15.00% Next \$3,000 - 12.00% Next \$5,000 - 11.00% Next \$5,000 - 8.00% Next \$5,000 - 7.00% Next \$5,000 - 6.00% Next \$5,000 - 5.00% Next \$20,000 - 2.00% Next \$50,000 - 1.50% Next \$50,000 - 1.00% Next \$350,000 - 0.75% Above \$500,000 - 0.50%
MetLife¹		
Dental	2-9	Graded beginning at 10%
Vision	2-50	10%
LTD	2-50	First \$15K - 15% Next \$10K - 10% Above - Varies Flat 15% available
STD	2-50	First \$5K - 15% Next \$5K - 10% Above - Varies Flat 15% available
Life and AD&D	5-50	Graded beginning at 15%

CARRIER / PLAN	GROUP SIZE	COMMISSION
Nippon Life Benefits¹		
Dental	2-50 51-100	10% first year and renewal \$0 - \$10,000 = 10% \$10,001 - \$15,000 = 7.5% \$15,001 - \$20,000 = 7.5% \$20,001 - \$25,000 = 5.0% \$25,001 - \$50,000 = 5.0% \$50,001 - \$100,000 = 2.5% \$100,001+ = 1.0%
Vision	2-50 51-100	10% first year and renewal \$0 - \$10,000 = 10% \$10,001 - \$15,000 = 7.5% \$15,001 - \$20,000 = 7.5% \$20,001 - \$25,000 = 5.0% \$25,001 - \$50,000 = 5.0% \$50,001 - \$100,000 = 2.5% \$100,001+ = 1.0%
Life and AD&D	2-50 51-100	15% first year and renewal \$0 - \$10,000 = 15% \$10,001 - \$15,000 = 10% \$15,001 - \$20,000 = 10% \$20,001 - \$25,000 = 7.5% \$25,001 - \$50,000 = 7.5% \$50,001 - \$100,000 = 5% \$100,001+ = 2.5%
STD	2-50 51-100	15% first year and renewal \$0 - \$10,000 = 10% \$10,001 - \$15,000 = 7.5% \$15,001 - \$20,000 = 7.5% \$20,001 - \$25,000 = 5.0% \$25,001 - \$50,000 = 5.0% \$50,001 - \$100,000 = 2.5% \$100,001+ = 1.0%
LTD	2-50 51-100	15% first year and renewal \$0 - \$10,000 = 15% \$10,001 - \$15,000 = 15% \$15,001 - \$20,000 = 12.5% \$20,001 - \$25,000 = 12.5% \$25,001 - \$50,000 = 10% \$50,001 - \$100,000 = 10% \$100,001+ = 5%
Premier Access		
Dental	1-100	As requested in the RFQ - 10% commissions or graded and will continue for the life of the contract and based on the commission instructions in place at the time of the sale. Higher commissions available upon request.
Premium Saver (MWG)¹		
Creative Solutions	1-50	Zero to 15%. Contact your Word & Brown representative
Principal²		
Dental	2+ Voluntary: 5+	Graded beginning at 10%
Vision	2+ Voluntary: 5+	Graded beginning at 10%
LTD	2+ Voluntary: 5+	Graded beginning at 15%
STD	2+ Voluntary: 5+	Graded beginning at 10%
Life and AD&D	2+ Voluntary: 5+	Graded beginning at 10%
Accident	2+ Voluntary: 5+	65% 1st year; 5% 2nd year +
Critical Illness	2+ Voluntary: 5+	30% 1st year; 15% 2nd year +

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Prominence Health Plan		
Medical	2-50	\$34-\$40 PEPM*
Prominence Health Plan - Association Health Plans		
Medical	2-50	6%
Reliance Standard¹		
Dental	2-19	10%
LTD	2-19	15% 1st year; 10% Renewal
STD	2-19	10%
Life and AD&D	2-19	15% 1st year; 10% Renewal
Accident and Critical Illness	2-19	15% 1st year; 10% Renewal
SecureCare²		
Dental	2-50+	10%
Vision	5-50+	10%
Seniors Choice¹		
Medical	1-50	8%
Part D (RX)	1-50	5%
Dental	1-50	10%
Vision	1-50	10%
The Holman Group		
Alternative Solutions (EAP)	10-100	% is broker directed
Total Benefits Solutions¹		
Medical (International)	2+	5% first year and renewal
United Concordia		
Dental	2+	10%
Unum¹		
Dental	10-50	10% [for all years]
Vision	10+	12% (flat)
Group Term Life and AD&D	2-50	First \$15K - 10% Next \$10K - 7% Next \$25K - 5% Next \$50K - 1% \$100K+ - 0.5% [for all years]
Group Term Life and AD&D Voluntary	10-50	15% [for all years]
LTD	2-50	First \$15K - 15% Next \$10K - 10% Next \$25K - 5% \$50K+ - 1% [for all years]
STD	2-50	First \$15K - 10% Next \$10K - 7% Next \$25K - 5% Next \$50K - 1% \$100K - 0.5% [for all years]
LTD Voluntary and STD Voluntary	10+	15% [for all years]
Accident	2+	15% (flat)

CARRIER / PLAN	GROUP SIZE	COMMISSION
Unum¹ (Cont.)		
Critical Illness	2+	15% (flat)
Critical Illness (AACI)	2+	15% (flat)
Hospital Indemnity	2+	15% (flat)

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