Anthem | SMALL BUSINESS

# Medical & Specialty Broker Incentives

## Exceed your goals and earn more with our special incentive offerings

Anthem is offering a **7% commission rate*** on new medical business for the life of the case when you sell any new Small Group with **5 or more enrolled employees for September 2021 effective dates!**

And we're offering **6% commission***** on new medical business for the life of the case** when you sell any new Small Group with **10 or more enrolled employees for October 2021 through January 2022 effective dates!**

- Earn more commission when you sell Anthem medical, plus a special bonus program for dental, vision, life and disability.
- Small Groups up to 100 employees are eligible to participate.
- 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.
- Groups must be active at the end of the bonus period for Specialty.
- For Specialty lines, payments will be made following the end of the bonus period.

| When you sell Specialty 9/1 through 1/15/22: | Earnings/contract: |
|---|---|
| Dental | $10 |
| Vision | $5 |
| Life | $2 |
| Long-term Disability | $2 |
| Short-term Disability | $2 |

We're ready to help you exceed your goals and reward you for your successes. Bonus programs begin September 1, 2021.

**For additional information, contact your Anthem sales representative.**

* 7% flat up to $1M annualized premium, then .8% above $1M
** If an Agent of Record change occurs, the commission will automatically update to the standard 5% flat up $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% or 7% schedule applies only as long as the group stays enrolled in an Anthem Small Group
*** 6% flat up to $1M annualized premium, then .8% above $1M

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