

# You have more ways to earn in **2022** and into **2023**



You work hard all year. We want to reward you for your efforts with our Small Group bonus program.

Number of new Small Group ACA, AHP, and ABF medical cases sold	Bonus amount per contract
2	\$25
3	\$50
4 or more	\$100*

## Small Group bonus program details:

- You must have a current Anthem appointment and be acting as our agent for sales of Small Group health benefit plans with effective dates October 1, 2022, to January 31, 2023.
- New cases must be single-employer medical plans written with an original effective date between October 1, 2022, and January 31, 2023.
- The determination of group size is based on current regulation.
- You must sell a minimum of two Small Group Affordable Care Act (ACA), Association Health Plan (AHP), or Anthem Balanced Funding (ABF) medical cases during the bonus period.
- For Small Group sales, the number of qualifying contracts must be equal to the number of employees covered by Anthem under each respective new group insured medical plan as of the group effective date. For example, if a group purchases a medical plan with 10 employees enrolled as of the original effective date of October 1, 2022, and enrollment under the medical plan later falls to five employees by the time the bonus is paid, the sale would still earn a medical bonus based on 10 contracts.
- The bonus only applies to commercial business with two or more contracts (consultants and general agents are not eligible).
- Qualifying cases must still be active when the bonus is paid.
- The bonus does not apply to transfers between Anthem group plans. Accounts transferred as a result of change in the broker of record; buyout; merger with, or joint agency or partnership with, another agency or broker are excluded. Existing Anthem business that is rewritten is also excluded.
- You must maintain appointment in good standing as determined by Anthem to receive the bonus. Final determination of bonus amounts or payments rests solely with Anthem. Scales and bonus formulas may change or terminate at any time without prior notice, at Anthem's sole discretion.
- A maximum of \$5,000 is paid per medical case for ACA, AHP, or ABF.
- Total cumulative agency bonuses cannot exceed \$250,000 for all bonus programs.
- The bonus payment is scheduled to be made in May 2023.
- Bonus payments may be reported where permitted by law.



Reimagining what's possible, together

If you have questions or need more information, contact your Anthem Sales representative.



\*You have four months to sell four new medical cases to earn \$100 per employee per group.

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