

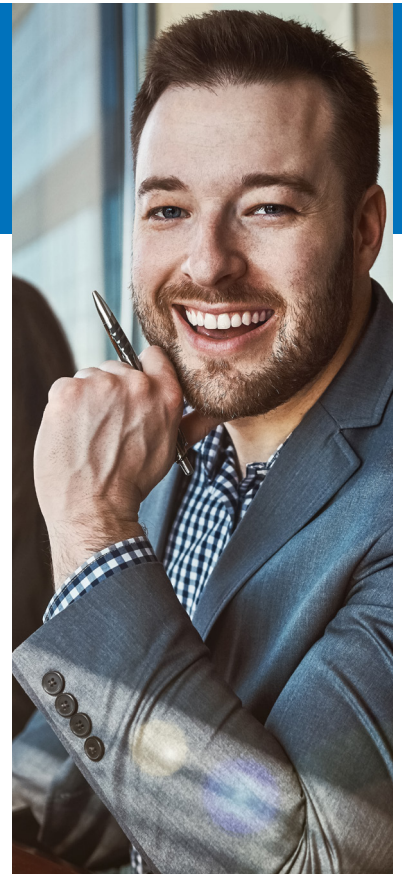
# Earn more in 2022

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

Our broker commission program has returned for you to earn more rewards in 2022. Sell a new Small Group medical case with five or more enrolled employees with a September 2022 effective date (September 1 or September 15) and you can earn **7% commission**<sup>1</sup> for the life of the case.<sup>2</sup>

## Important commission incentive program details

- New Small Group medical cases with five or more enrolled employees sold with a September 2022 effective date (September 1 or September 15) 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 termed 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.



<sup>1</sup> 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.

<sup>2</sup> 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.

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