

Carriers, Commissions & Cut-Off Dates

CARRIER	EMPLOYEES	COMMISSION	CUT OFF DATE
Aetna Medical: PPO, HMO	Large Group 51+	4% on 1st \$400k; 3% on \$401k-\$1 million	20th
American General Life Companies Ancillary	Scheduled	Scheduled	20th
Alpha/Companion Ancillary	Scheduled	Scheduled	20th
Anthem Blue Cross and Blue Shield Medical: PPO, HMO	Business Group of one	\$25-\$35/employee/month (based on total medical contracts)	10th
Ancillary	Groups of 2 – 50	\$25-\$35/employee/month (based on total medical contracts)	Last working day
	Large Group 51-99	\$28/employee/month	Last working day
	Large Group 100+	Per employee/month converted from the % of premium commission requested	Last working day
	Business Group of one Groups of 2-50	10% flat 10% flat	10th Last working day
CIGNA Medical: PPO, HMO	Level Funded 20+	4% standard	20th
Delta Dental Dental	Scheduled	8-10% flat	20th
Humana Medical: POS, HMO	Business Group of one	\$23-\$25 per subscriber (based on production)	5th
Employer-Paid Dental & Vision	Groups of 2 – 50	\$23-\$25 per subscriber (based on production)	20th
	Large Group 51+	\$21-\$24 per subscriber (based on production)	20th
	Groups of 2-50	0.5%-10% (based on annual premium)	20th
Voluntary Dental & Vision	Groups of 2-50	10% flat	20th
Kaiser Permanente Medical: HMO, POS	Business Group of one	\$24-\$27 subscriber (based on membership)	10th
Ancillary	Groups of 2 – 50	\$24-\$27 subscriber (based on membership)	20th
	Large Group 51+	5% standard	20th
MetLife Ancillary	Scheduled	Scheduled	20th
Principal Life Insurance Company Ancillary	Scheduled	Scheduled	One business day prior
The Standard Ancillary	Scheduled	Scheduled	20th
TransAmerica Ancillary	Scheduled	Scheduled	20th
VSP Vision	Down to 3 lives	8%	Last working day

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