

Drive home 2020 with new incentives

and take the Anthem Cup with you



The last several months have been a challenging course to play, but you can still hit the greens. There's an extra round of rewards when you sell any new Small Group medical case with 10+ enrolled employees with a July 1, 2020, to January 15, 2021, effective date. You can earn a 6% commission for the life of the case.^{1,2} A Small Group consists of 1 to 100 eligible employees.

PAR FOR THE COURSE

Group/membership eligibility

- Small Groups with 10+ enrolled employees that have Anthem medical plans with an effective date of July 1, 2020, to January 15, 2021.
- New Small Group employees who have the same enrollment effective date as the employer group's original Anthem effective date (for example, if the employer group's original effective date is January 15, 2021, then the member's effective date must be January 15, 2021).
- Commission percentage is based on the number of enrolled employees with Anthem medical plans.

Agent eligibility

- Appointed agents must be in good standing with a current, signed Anthem agent contract and, valid license on file.
- Qualified business will include businesses sold through a general agent partner or direct to Anthem.

Play through for an extra bonus: sell additional dental, vision, life, or disability

You can earn even more from the dental, vision, life, or disability cases you have sold when groups add more plans (effective dates July 1, 2020, to January 1, 2021).

When groups add:	Per enrolled contract, you earn:
Dental	\$6
Vision	\$2
Life	\$1
Long-term disability	\$1
Short-term disability	\$1
Accidental death and dismemberment	\$1
Clinical illness	\$1
Hospital indemnity	\$1

For more details on this additional specialty bonus program, contact Anthem Connect at connect@anthem.com or call 866-956-8602.



¹ 6% flat up to \$1M annualized premium, then .8% above \$1M.

² If an agent-of-record change occurs, the commission will automatically update to the standard 5% flat up to \$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% schedule applies only as long as the group stays enrolled in an Anthem Small Group plan.

³ Pelican Hill stay and play weekend for two will be awarded to the agent with highest total eligible membership sold over the contest period with 7/1/20 - 1/15/21 effective dates. Groups must be active as of 3/31/21 to be eligible in the calculations. Winner will be announced by 5/1/21.

Anthem Blue Cross is the trade name of Blue Cross of California. Anthem Blue Cross and Anthem Blue Cross Life and Health Insurance Company are independent licensees of the Blue Cross Association. Anthem is a registered trademark of Anthem Insurance Companies, Inc.



The Anthem Cup can be yours³

We are rewarding our highest selling broker over the period with a **luxury stay and play for two at The Resort at Pelican Hill**, Newport Beach's five star resort with panoramic ocean views. Contact your Anthem representative to learn more.