



# 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!**

- o Earn more commission when you sell Anthem medical, plus a special bonus program for dental, vision, life and disability.
- o Small Groups up to 100 employees are eligible to participate.
- o New Small Group employees are those who have the same enrollment effective date as the employer group's original Anthem effective date.
- o Commission percentage is based on the number of enrolled employees with Anthem medical plans.
- o Appointed agents must be in good standing with a current, signed Anthem agent contract and valid license on file.
- o Qualified business will include business sold through a General Agent partner or direct to Anthem.
- o Groups must be active at the end of the bonus period for Specialty.
- o 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