



Small Group Retention Bonus Program

Keeping the business you have is one of the best ways to ensure you have a great year. Anthem Blue Cross is here to support you with bonus dollars for keeping your hard earned small group business with us.

- Bonus program is based on snapshot of renewing membership as of December 15, 2008 for anniversary renewals from January 1, 2009 through April 30, 2009
- Bonus based upon the percent of membership remaining two months after each renewing month, bonus will be as follows:

Number of renewing members in snapshot of agent's book	Less than 85% members remaining	85-89 % of members remaining	90-95% of members remaining	96-100% of members remaining
500 - 750	Not eligible	\$2,000	\$4,000	\$6,000
751 - 1,000	Not eligible	\$4,000	\$6,000	\$8,000
1,001 - 1,500	Not eligible	\$8,000	\$10,000	\$12,000
1,501+	Not eligible	\$12,000	\$15,000	\$20,000

Program footnotes:

- Payout will occur in late July 2009
- Other program details may apply