

2018

# Turbocharge Your Small Group Commissions



Power up your Small Group December 2018 sales and earn BIG with Anthem's agent commission program!

Anthem is offering a 7% commission\* for the life of the case\*\* when you sell any new small group medical case with 10+ enrolled employees for a December effective date.

*Plus* – this enhanced commission opportunity is in addition to any other award you receive under Anthem Blue Cross bonus programs!



**THIS IS HUGE!**

*Time is limited, so hurry to lock in your enhanced commission.*

## PROGRAM GUIDELINES

### Group/Membership eligibility

- A Small Group consists of 1-100 eligible employees.
- Only eligible Small Groups of 10 or more enrolled employees on Anthem medical plans with an effective date of December 2018, qualify for this program.
- New Small Business Group employees are those who have the same enrollment effective date as the employer group's original Anthem effective date (i.e., if an employer group's original effective date is 12/15/18, then the members must also have an effective date of 12/15/18).
- 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 business sold through a General Agent partner or direct to Anthem.

\*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 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 7% schedule applies only as long as the group stays enrolled in an Anthem Small Group plan.