

Small Group Commissions

| Aetna | Commission | MetLife | Commission |
|---|---------------|--|------------|
| Medical 1-100 | | Dental (HMO & PPO) | |
| \$0 - \$1,000,000 annual premium | 5.0% | First \$5,000 of annual premium | 10.0% |
| \$1,000,001+ annual premium | 1.0% | Next \$5,000 of annual premium* | 7.5% |
| Dental | | Basic Life, Core Life, Dependent Life, AD&D, STD | |
| All | 9.0% | First \$5,000 of annual premium | 15.0% |
| Sold with Medical | additional 1% | Next \$5,000 of annual premium* | 10.0% |
| Anthem Blue Cross | | Vision | |
| Medical 1-100 | | Safeguard | 10.0% |
| \$0 - \$1,000,000 annual premium | 5.0% | VSP | 10.0% |
| \$1,000,001+ annual premium | 0.8% | LTD | |
| Dental, Life (up to \$30,000), Vision | | First \$15,000 of annual premium | 15.0% |
| 10.0% | | Next \$10,000 of annual premium* | 10.0% |
| LTD & STD | | Buy-Up Life, Enhanced Optional Life, Enhanced / Buy-Up Dependent Life | |
| 10-50 lives | 15.0% | Annualized Premium | 15.0% |
| 51-100 lives | 10.0% | | |
| CaliforniaChoice | | Principal | |
| Medical 1-100 enrolled | | Dental, STD, Group Term Life, Vision | |
| 5.0% | | First \$5,000 of annual premium | 10.0% |
| Dental, Life, Vision (Voluntary) | | Next \$5,000 of annual premium* | 8.0% |
| 12.0% | | LTD | |
| Chiropractic | | First \$15,000 of annual premium | 15.0% |
| 6.5% | | Next \$10,000 of annual premium* | 10.0% |
| Choice Builder | | Critical Illness | |
| Dental, Life, Vision, Chiropractic | | Year 1 | 30.0% |
| 10.0% | | Year 2+ | 15.0% |
| Covered California for Small Business | | UnitedHealthcare | |
| Medical, Dental | | Medical 1-100 enrolled | |
| 5.0% | | 5.0% (all years) | |
| Delta Dental | | Dental (HMO & PPO) | |
| Dental, Vision, Personal Protection Plan | | First \$10,000 of paid premium | 10.0% |
| 10.0% | | Next \$15,000 of paid premium* | 7.5% |
| | | Dental (SBS) | 10.0% |
| | | Life, Vision | |
| | | 10.0% | |
| | | VSP | |
| | | Vision | |
| | | First \$5,000 of paid premium | 10.0% |
| | | Next \$5,000 of paid premium* | 5.0% |
| Guardian | | | |
| Dental, Vision, STD | | | |
| First \$5,000 of annual premium | 10.0% | | |
| Next \$5,000 of annual premium* | 10.0% | | |
| Life & AD&D | | | |
| First \$5,000 of annual premium | 15.0% | | |
| Next \$5,000 of annual premium* | 12.0% | | |
| LTD | | | |
| First \$5,000 of annual premium | 15.0% | | |
| Next \$5,000 of annual premium* | 15.0% | | |
| Health Net | | | |
| Medical 1-100 | | | |
| 5.0% (all years) | | | |
| Dental, Life, Vision | | | |
| 10.0% | | | |
| Kaiser Permanente | | | |
| Medical 1-100 | | | |
| \$0 - \$1,000,000 annual premium | 5.0% | | |
| \$1,000,001+ annual premium | 1.0% | | |
| Dental | | | |
| KPIC PPO and fee-for-service | \$2.62 PMPM | | |
| Dental HMO (DeltaCare) | \$1.31 PMPM | | |

*Contact B&P for additional scaling