

OHIO
Senior Medicare Supplement
Agent Commission Schedule

Effective January 1, 2018

Medicare Supplement	
Year 1 - 6	Year 7+
18%	4%
<ul style="list-style-type: none"> • Commission payments are based on initial premium and payable for the life of the policy. • Applies for policies shown written with an effective date on or after January 1, 2018 • Commission payments apply to new sales only (switchers from prior Anthem Blue Cross Blue Shield Medicare Supplement plans do not qualify) 	

Payment on a Percentage of Original Premium (Over 65 Products Any and All Modernized Medicare Supplement and Medicare Select) – Subject to the Broker Agreement and except as noted in this Commission Schedule, commission payable on Broker’s Senior Business effective January 1, 2018 or later shall be paid on a percentage of Original Premium when premium is received by Company and appears on Company’s income file. Original Premium shall mean the premium rate on the member’s initial effective date of the Policy, regardless of whether the member changes plans, zip codes, underwriting levels, or agent/broker of record. Commission is not paid on rate increases, surcharges, Policy administrative fees, other fees, or changes to the Policy. For Medicare Supplement and Medicare Select Policy replacement sales, Commission shall be paid at the renewal percentage only. Any such first year and renewal commission shall be calculated only for premium received by Company on Medicare Supplement and Medicare Select contracts issued, effective and in-force within a 12-month calendar year (January- December). Brokers shall begin each calendar year at Commission Tier Level 1 for new business. Commission shall be applied retroactively upon attaining a higher Commission Tier Level.

Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company. Independent licensee of the Blue Cross and Blue Shield Association. ANTHEM is a registered trademark of Anthem Insurance Companies, Inc. The Blue Cross and Blue Shield names and symbols are registered marks of the Blue Cross and Blue Shield Association.