



Health · Pharmacy · Dental · Vision · Life · Disability

## Small Group Agent Commission Schedule

Effective January 1, 2016	
Small Group Services, P.O. Box 9074, Oxnard, California 93031-9074	
<b>Small Group Medical Coverage</b>	
1-100 Employees	
Offered by Anthem Blue Cross or Anthem Blue Cross Life and Health Insurance Company	
<b>Annualized Premiums</b>	<b>Percentage**</b>
\$0 — 1,000,000*	1 <sup>st</sup> Year <b>5%</b> Renewal <b>5%</b>
\$1,000,001 — and over	<b>.8%</b>
Anthem Balanced Funding	20-100 Subscribers @ \$25 per contract per month
<b>Group Dental Coverage</b>	
2-100 Employees	
PPO Dental and SmileNet dental discount program offered by Anthem Blue Cross Life and Health Insurance Company	
Dental Net HMO offered by Anthem Blue Cross	
	1 <sup>st</sup> Year <b>10%</b> Renewal <b>10%</b>
<b>Group Vision and Term Life Coverage</b>	
2-100 Employees	
Offered by Anthem Blue Cross Life and Health Insurance Company	
	1 <sup>st</sup> Year <b>10%</b> Renewal <b>10%</b>
<b>Voluntary Life Coverage</b>	
10-100 Lives	
Offered by Anthem Blue Cross Life and Health Insurance Company	
	1 <sup>st</sup> Year <b>15%</b> Renewal <b>15%</b>

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Disability Coverage			
10-50 & 51-100 Employees			
Offered by Anthem Blue Cross Life and Health Insurance Company			
Short Term Disability	Small Group 10-50***	1 <sup>st</sup> Year	15%
		Renewal	15%
	Small Group 51-100	1 <sup>st</sup> Year	10%
		Renewal	10%
Long Term Disability	Small Group 10-50***	1 <sup>st</sup> Year	15%
		Renewal	15%
	Small Group 51-100	1 <sup>st</sup> Year	10%
		Renewal	10%
Voluntary Short Term and Long Term Disability	Small Group 10-50***	1 <sup>st</sup> Year	15%
		Renewal	15%
	Small Group 51-100	1 <sup>st</sup> Year	15%
		Renewal	15%

Joe Greenberg  
 Vice President and General Manager  
 Small Group Business

Anthem Blue Cross does not pay commission on any COBRA plan.

All other medical, dental and Term Life products are offered by Anthem Blue Cross Life and Health Insurance Company.

\*Commission schedule on \$0-\$1,000,000 applies to new business effective 1/1/2016. Business sold with effective dates prior to 1/1/2016 will be paid at the commission level in effect when the business was sold.

\*\*A commission of 1% is paid on all association and Indian Tribal business.

\*\*\* Short Term Disability and Long Term Disability for 10-50 Employees are pending regulatory approval

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