

AETNA

| Type of Plan / Plan name | AGES | Annual Premium | Broker Commissions | Broker Commission at Renewal |
|--------------------------|----------|----------------|--------------------|------------------------------|
| HMO/PPO (West) | All Ages | NA | \$400 | \$200 for 2-6 years |
| PDP (West) | All Ages | NA | \$50 | \$25 for 2-6 years |

**Renewal commissions are paid monthly.

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2012

The schedule shown above is provided by the carrier and is subject to revision as necessary.

CAREMORE

| Type of Plan / Plan name | AGES | Annual Premium | Broker Commissions | Broker Commission at Renewal |
|--------------------------|----------|----------------|--------------------|------------------------------|
| HMO (MAPD or SNP) | All Ages | NA | \$403 | \$201.50 for 2-6 years |

* Initial or new to MA only

**Renewal commissions are paid yearly for Year 1, and then monthly for years 2 - 6.

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2012

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| CIGNA | | | | |
|---|----------|----------------|--------------------|------------------------------|
| Type of Plan / Plan name | AGES | Annual Premium | Broker Commissions | Broker Commission at Renewal |
| HMO (MAPD) | All Ages | NA | \$403 | \$201.50 for 2-6 years |
| Stand Alone PDP | All Ages | NA | \$55 | \$27.50 for years 2-6 |
| **Renewal commissions are paid monthly. Amounts listed above represent annual | | | | |

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2012

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HEALTHNET OF ARIZONA

| Type of Plan / Plan name | AGES | Annual Premium | Broker Commissions | Broker Commission at Renewal |
|--------------------------|----------|----------------|--------------------|------------------------------|
| Medicare Advantage Plan | All Ages | NA | \$402 | \$201 |
| Medicare RX Part D (PDP) | All Ages | NA | \$52 | \$26 |

**Renewal commissions are paid annually

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2012

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| UNITED HEALTHCARE | | | | |
|--------------------------|----------|----------------|--------------------|------------------------------|
| Type of Plan / Plan name | AGES | Annual Premium | Broker Commissions | Broker Commission at Renewal |
| MA PLANS | All Ages | NA | \$403 | \$201.50 |
| PDP PLANS | All Ages | NA | \$53 | \$26.50 |
| MEDICARE SUPPLEMENTS | All Ages | NA | \$210 | \$210 |

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2012

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UNITED OF OMAHA

| Type of Plan / Plan name | AGES | Annual Premium | Broker Commissions | Broker Commission at Renewal |
|--------------------------|-------|----------------|--------------------|---------------------------------------|
| MEDICARE SUPPLEMENT (AZ) | 65-80 | All Premium | 1 - 6 Year - 15.0% | 7 - 10 Year - 4.5%; 11+ Year - 0% |
| | 81+ | All Premium | 1 - 6 Year - 7.5% | 7 - 10 Year - 2.25%; 11+ Year - 0% |

** Commission is calculated on the lesser of the initial or paid premium**

**clients w/ Plan C or Plan F have \$150 of their premium each year put towards their Part B deductible

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2012

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