

# AETNA

Type of Plan / Plan name	AGES	Annual Premium	Broker Commissions	Broker Commission at Renewal
HMO/PPO (West)	All Ages	NA	\$539	\$270
PDP (West)	All Ages	NA	\$81	\$41
**Renewal commissions are paid monthly.				
**CMS will only pay full commissions for new policies if the policy is effective with in the first 3 months of year. Otherwise they will pro rate the commissions				

## MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2021

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

## AETNA SENIOR SUPPLEMENTAL

Type of Plan / Plan name	AGES	Annual Premium	Broker Commissions	Broker Commission at Renewal
MEDICARE SUPPLEMENT	All Ages	NA	20% - 1-6 yrs	4% - 7+ yrs
MEDICARE SUPPLEMENT - GUARANTEED ISSUE	All Ages	NA	0.75% 1-6 yrs	0% 7+ yrs

\*commissions are paid on the premium less the Medicare Part b deductible amount and the policy fee.

No commissions are paid on premium rate increases

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2021

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# AMERIGROUP

Type of Plan / Plan name	AGES	Annual Premium	Broker Commissions	Broker Commission at Renewal
MEDICARE SUPPLEMENT - PLAN F & G	All Ages	NA	\$400 1st yr	\$340 2-6 yrs \$100 7-10 yrs \$50 11+ yrs
MEDICARE SUPPLEMENT - PLAN N	All Ages	NA	\$250 1-6 yr	\$100 7-10 yrs \$50 11+ yrs
MA PLANS	All Ages	NA	\$539	\$270.00
PDP PLANS	All Ages	NA	\$81	\$41.00

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2021

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## BCBS OF AZ

Type of Plan / Plan name	AGES	Annual Premium	Broker Commissions	Broker Commission at Renewal
MEDICARE SUPPLEMENT	All Ages	NA	\$250 1st yr \$20.83 - 2-6 yrs	\$6.50 7-10 yrs \$2.00 11+ yrs
MEDICARE SUPPLEMENT - GI	All Ages	NA	\$125 1st yr \$10.41 2-6 yrs	\$3.25 7-10 yrs \$2.00 11+ yrs

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2021

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## BCBS OF AZ ADVANTAGE

Type of Plan / Plan name	AGES	Annual Premium	Broker Commissions	Broker Commission at Renewal
MEDICARE ADVANTAGE	All Ages	NA	\$539	\$270

\*\*Renewal commissions are broken down monthly.

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2021

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CIGNA				
Type of Plan / Plan name	AGES	Annual Premium	Broker Commissions	Broker Commission at Renewal
HMO (MAPD)	All Ages	NA	\$539	\$270
SUPPLEMENT - PLANS F,G, & N	65-79	NA	20% - 1-6 yrs	3.5% - 7-10 yrs ; 1% - 11+ yrs
SUPPLEMENT - PLANS F,G, & N	80+	NA	10% - 1-6 yrs	1.5% - 7-10 yrs ; .50% - 11+ yrs
SUPPLEMENT - GUARANTEED ISSUE	All Ages	NA	0%	0%

Commissions are not payable on the Enrollment Fee or the premium that is attributable to the Part B deductible in Plan F.

Commissions are paid on the initial premium only and are not paid on any increase in premium due to age change or plan wide rate increases.

\*\*Renewal commissions are paid monthly. Amounts listed above represent annual commission\*\*

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2021

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# HUMANA

Type of Plan / Plan name	AGES	Annual Premium	Broker Commissions	Broker Commission at Renewal
MA PLANS	All Ages	NA	\$539	\$270 annually \$22.50 pmpm 2+ yrs
PDP PLANS	All Ages	NA	\$81	\$41 2-6 yrs
SUPPLEMENT - OPEN ENROLLMENT	65-80	N/A	20% 1-6 yrs	5% 7-10 yrs 3% 11+ YRS
SUPPLEMENT - GUARANTEE ISSUE	65-80	N/A	2.00%	2% 2-6 YRS
SUPPLEMENT - OPEN ENROLLMENT	81+	N/A	10% 1-6 yrs	2.50% 7-10 yrs 1.00% 11+yrs
SUPPLEMENT - GUARANTEE ISSUE	81+	N/A	2.00%	2% 2-6 yrs

\*\*MA plans renewal commissions are paid monthly.

\*\*PDP plans renewal are paid annually

\*\*\*\*Supplemental commissions during renewal yrs are calculated based on the initial year premium

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2021

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# MUTUAL 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 - 18.0%	7-10 Year 4.5%; 11+ Year 0%
	81+	All Premium	1 - 6 Year - 9%	7-10 Year 2.25%; 11+ Year 0%
MEDICARE SUPPLEMENT- GAURANTEED ISSUE (AZ)	65-80	All Premium	1.50%	2-6 yrs 1.50%
	81+	All Premium	0.75%	2-6 yrs .75%
** Commission is calculated on the lesser of the initial or paid premium, less the Part B deductible offset on				
*Replacement plans are not commissionable				

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2021

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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	\$539	\$270
PDP PLANS	All Ages	NA	\$81	\$41
MEDICARE SUPPLEMENTS - PLAN N	All Ages	NA	\$210	\$210 - 2-6 yrs \$105 - 7-10 yrs \$42 - 11+yrs
MEDICARE SUPPLEMENTS - PLAN A, K, L	All Ages	NA	\$105	\$105 - 2-6 yrs \$52.50 - 7-10yrs \$21 - 11+ yrs
MEDICARE SUPPLEMENTS - PLAN B, C SELECT, F SELECT, G	All Ages	NA	\$348	\$242 - 2-6 yrs \$121 - 7-10 yrs \$48.40 - 11+ yrs

\*\*Renewal commissions are paid monthly.

**For any individual/applicant who is eligible for guaranteed issue coverage outside of his/her open enrollment period as of the plan effective date:**

i. For years 1-6 (1-7 for TX, 1-5 for WV), commissions for all levels will be paid at 10% of the 65+ rates, **except in the states of CO, CT, FL, IN, MA, MN, MO, MT, NY, OR, SC, TN, VT, WA and WI.** In these states, the full 65+ commission rates apply.

ii. For years 7-10 (8-10 for TX; 6-10 for WV) and 11+, commissions are not payable, **except in the states of CO, CT, FL, MA, MN, MT, OR, SC, TN, VT, WA and WI.** In these states, the full 65+ commission rates apply.

## MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2021

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<b>WELLCARE</b>				
Type of Plan / Plan name	AGES	Annual Premium	Broker Commissions	Broker Commission at Renewal
MA PLANS	All Ages	NA	\$539	\$270
PDP PLANS	All Ages	NA	\$81	\$41

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2021

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