

AETNA

Type of Plan / Plan name	AGES	Annual Premium	Broker Commissions	Broker Commission at Renewal
HMO/PPO (West)	All Ages	NA	\$455	\$228
PDP (West)	All Ages	NA	\$72	\$36

**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 1/1/2018

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 1/1/2018

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BCBS OF AZ (eff 5/1/17)

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	\$6.25 7-10 yrs
MEDICARE SUPPLEMENT - GI	All Ages	NA	\$125 1st yr \$10.41 2-6 yrs	\$6.25 7-10 yrs

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2018

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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	\$455	\$228

**Renewal commissions are broken down monthly.

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2018

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CAREMORE

Type of Plan / Plan name	AGES	Annual Premium	Broker Commissions	Broker Commission at Renewal
HMO (MAPD or SNP)	All Ages	NA	\$455	\$228

* Initial or new to MA only

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

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2018

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CIGNA				
Type of Plan / Plan name	AGES	Annual Premium	Broker Commissions	Broker Commission at Renewal
HMO (MAPD)	All Ages	NA	\$445	\$228
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	1.5%	1.5% - 2-6yrs

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 1/1/2018

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COVENTRY HEALTH CARE

Type of Plan / Plan name	AGES	Annual Premium	Broker Commissions	Broker Commission at Renewal
PDP PLANS	All Ages	NA	\$71	\$36

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2018

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HUMANA (PRIOR 5/1/18)

Type of Plan / Plan name	AGES	Annual Premium	Broker Commissions	Broker Commission at Renewal
MA PLANS	All Ages	NA	\$455	\$228 annually \$19.00 pmpm 2+ yrs
PDP PLANS	All Ages	NA	\$72	\$36 2-6 yrs
SUPPLEMENT - OPEN ENROLLMENT	65-80	N/A	18.00%	18% 2-6 yrs
SUPPLEMENT - GUARANTEE ISSUE	65-80	N/A	9.00%	9% 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 1/1/2018

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HUMANA (EFFECTIVE 5/1/18)

Type of Plan / Plan name	AGES	Annual Premium	Broker Commissions	Broker Commission at Renewal
MA PLANS	All Ages	NA	\$455	\$228 annually \$19.00 pmpm 2+ yrs
PDP PLANS	All Ages	NA	\$72	\$36 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 1/1/2018

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MEDICO INSURANCE

Type of Plan / Plan name	AGES	Annual Premium	Broker Commissions	Broker Commission at Renewal
MEDICARE SUPPLEMENT (AZ)	65-69	All Premium	1 - 6 Year - 19.0%	7-10 Year 1.5 %; 11+ Year 0%
	70-74	All Premium	1 - 6 Year - 17.0%	7-10 Year 1.5 %; 11+ Year 0%
	75-79	All Premium	1 - 6 Year - 16.5%	7-10 Year 1.5 %; 11+ Year 0%
	80+	All Premium	1 - 6 Year - 9.0%	7-10 Year 1.5 %; 11+ Year 0%

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2018

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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%
** Commission is calculated on the lesser of the initial or paid premium, less the Part B deductible				
*Replacement plans are not commissionable				
*** Commission for Guarantee Issue Policies is reduced 50%				

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2018

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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	\$455	\$228
PDP PLANS	All Ages	NA	\$72	\$36
MEDICARE SUPPLEMENTS - PLAN N	All Ages	NA	\$210	\$210 - 2-6 yrs
MEDICARE SUPPLEMENTS - PLAN A, K, L	All Ages	NA	\$105	\$105 - 2-6 yrs
MEDICARE SUPPLEMENTS - PLAN C, F,	All Ages	NA	\$242	\$242 - 2-6 yrs
MEDICARE SUPPLEMENTS - PLAN B, C SELECT, F SELECT, G	All Ages	NA	\$226	\$226 - 2-6 yrs
**Renewal commissions are paid monthly.				
***Medicare Supplement commissions for Guarantee Issue Policies reduced by 50%.				

MEDICARE COMMISSION SCHEDULE - EFFECTIVE 1/1/2018

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