

# ACCELERATE YOUR EARNINGS! SELL MORE ANTHEM DENTAL & LIFE!

## FUEL YOUR SMALL GROUP DENTAL AND LIFE SALES WITH ANTHEM'S END-OF-YEAR BROKER BONUS PROGRAM!

The power to close out the year strong and earn fast cash is in your control. With Anthem's new broker bonus program, you'll earn your normal compensation, plus big bucks on dental and/or life cases with October 1, 2019 to January 1, 2020 effective dates:

- **\$100.00** per small group **dental** sold case with 10 or more enrolled employees
- **\$50.00** per small group **life** sold case with 10 or more enrolled employees

## PROGRAM GUIDELINES

- A Small Group is 2-50 total employees
- Only eligible Small Groups with 10 or more enrolled employees on Anthem dental and/or life plans with an effective date of October 1, 2019 to January 1, 2020 qualify for the program.
- Offer applies to upsells, cross-sells and standalone dental and life sales.
- Dental products embedded in medical products are excluded.
- General agents are not eligible for this bonus.
- Bonus only includes cases on which Anthem is paying a commission.
- In cases where commission is split, the bonus will be split based on the percent of commission received by each agent.
- Groups must be active at the end of the bonus period.
- Payments will be made to the agency following the end of the bonus period, on or after April 1, 2020.

Compensation under this program will be reported where required under federal and/or state law. Anthem reserves the right to make all rules and determinations regarding the bonus program, and may modify or eliminate the program at any time without notice.

Anthem Blue Cross and Blue Shield is the trade name of: In Colorado: Rocky Mountain Hospital and Medical Service, Inc. HMO products underwritten by HMO Colorado, Inc. In Connecticut: Anthem Health Plans, Inc. In Georgia: Blue Cross Blue Shield Healthcare Plan of Georgia, Inc. In Indiana: Anthem Insurance Companies, Inc. In Kentucky: Anthem Health Plans of Kentucky, Inc. In Maine: Anthem Health Plans of Maine, Inc. In Missouri (excluding 30 counties in the Kansas City area): RightCHOICE® Managed Care, Inc. (RIT). Healthy Alliance® Life Insurance Company (HALIC), and HMO Missouri, Inc. RIT and certain affiliates administer non-HMO benefits underwritten by HALIC and HMO benefits underwritten by HMO Missouri, Inc. RIT and certain affiliates only provide administrative services for self-funded plans and do not underwrite benefits. In Nevada: Rocky Mountain Hospital and Medical Service, Inc. HMO products underwritten by HMO Colorado, Inc., dba HMO Nevada. In New Hampshire: Anthem Health Plans of New Hampshire, Inc. HMO plans are administered by Anthem Health Plans of New Hampshire, Inc. and underwritten by Matthew Thornton Health Plan, Inc. In Ohio: Community Insurance Company. In Virginia: Anthem Health Plans of Virginia, Inc. trades as Anthem Blue Cross and Blue Shield in Virginia, and its service area is all of Virginia except for the City of Fairfax, the Town of Vienna, and the area east of State Route 123. In Wisconsin: Blue Cross Blue Shield of Wisconsin (BCBSWI), underwrites or administers PPO and indemnity policies and underwrites the out of network benefits in POS policies offered by CompCare Health Services Insurance Corporation (CompCare) or Wisconsin Collaborative Insurance Corporation (WCIC). CompCare underwrites or administers HMO or POS policies; WCIC underwrites or administers Well Priority HMO or POS policies. Independent licensees of the Blue Cross and Blue Shield Association. Anthem is a registered trademark of Anthem Insurance Companies, Inc. 8/20/19