



Colorado

Medicare Supplement Agent Commission Schedule
Effective January 1, 2020 through December 31, 2020

Medicare Supplement (Plan A, Plan F, Plan G, Plan N)		
Year 1	Year 2 - 6	Year 7+
26%	13%	2%
Specialty Plan – Anthem Extras		
Year 1 – 6	Year 7 +	
10%	10%	
<ul style="list-style-type: none"> • Commission payments for Medicare Supplement policies are based on initial premium and payable for the life of the policy. • Commission payments for Anthem Extras policies are based on paid premium and payable for the life of the policy. • Applies for policies shown written with an effective date between January 1, 2020 and December 31, 2020. • Commission payments apply to new sales only (switchers from prior Anthem Medicare Supplement Plans do not qualify). 		

Payment on a Percentage of Original Premium (Any and All Modernized Medicare Supplement and Medicare Select) – Subject to the Broker Agreement and except as noted in this Commission Schedule, commission payable on Broker’s Senior Business with effective dates on or after January 1, 2020, shall be paid on a percentage of Original Premium when premium is received by Company and appears on Company’s income file. Original Premium shall mean the premium rate on the member’s initial effective date of the Policy, regardless of whether the member changes plans, zip codes, or agent/broker of record. Commission is not paid on rate increases, surcharges, Policy administrative fees, other fees, or changes to the Policy. For Medicare Supplement and Medicare Select Policy replacement sales, Commission shall be paid at the renewal percentage only. Any such first year and renewal Commission shall be calculated only for premium received by Company on Medicare Supplement and Medicare Select contracts issued, effective and in-force within a 12-month calendar year (January-December).

Anthem Blue Cross and Blue Shield is the trade name of Rocky Mountain Hospital and Medical Service, Inc. Independent licensee of the Blue Cross and Blue Shield Association. ANTHEM is a registered trademark of Anthem Insurance Companies, Inc. The Blue Cross and Blue Shield names and symbols are registered marks of the Blue Cross and Blue Shield Association.

**Connecticut
Anthem Blue Cross Blue Shield
Senior Medicare Supplement
Agent Commission Schedule**
Effective January 1, 2020 through December 31, 2020

Medicare Supplement – Over 65				
PLAN	YEAR 1	YEAR 2 - 6	YEAR 7 – 10	YEAR 11 +
Plan F, Plan G	\$225	\$225	\$112.50	\$56.25
Plan N	\$210	\$210	\$105	\$52.50
Plan A	\$204	\$120	\$60	\$30
Medicare Supplement – Pre 65 (Medicare Disabled)				
	YEAR 1	YEAR 2 – 6	Year 7+	
All Plans	\$24	\$24	zero	
<ul style="list-style-type: none"> • Commission payments are payable for the life of the policy (except for pre-65 plans as noted above) • Applies for policies shown written with effective dates between January 1, 2020 and December 31, 2020. • Medicare Supplement commissions are paid on a monthly basis. The above rates are displayed as the annual amount. • Commission payments apply to new sales only (switchers from prior Anthem Medicare Supplement plans do not qualify). • Renewal rates become effective at policy anniversary. 				

Anthem Blue Cross and Blue Shield is the trade name of Anthem Health Plans, Inc. Independent licensee of the Blue Cross and Blue Shield Association. ANTHEM is a registered trademark of Anthem Insurance Companies, Inc. The Blue Cross and Blue Shield names and symbols are registered marks of the Blue Cross and Blue Shield Association.



GEORGIA
Senior Medicare Supplement
Agent Commission Schedule
Effective January 1, 2020 through December 31, 2020

65 + Plans	
(Plan A, Plan F, Plan G, Plan N)	
Year 1 - 6	Year 7 +
21%	4%
Pre 65 Plans	
(Plan A, Plan F, Plan G, Plan N)	
Year 1 - 6	Year 7+
\$5/year administration fee	zero
Specialty Plan – Anthem Extras	
Year 1 - 6	Year 7+
10%	10%
<ul style="list-style-type: none"> • Commission payments for Medicare Supplement policies are based on initial premium and payable for the life of the policy (unless otherwise noted). • Commission payments for Anthem Extra policies are based on paid premium and payable for the life of the policy. • Applies for policies shown written with an effective date between January 1, 2020 and December 31, 2020. • Commission payments apply to new sales only (Plan changes from prior Anthem Blue Cross Blue Shield Medicare Supplement plans with continuous coverage do not qualify) • Plan changes from a policies issued to individuals under age 65 to policies issued to individuals age 65 and older are eligible for the new commission rate. 	



Payment on a Percentage of Original Premium (Over 65 Products Any and All Modernized Medicare Supplement and Medicare Select) – Subject to the Broker Agreement and except as noted in this Commission Schedule, commission payable on Broker’s Senior Business effective January 1, 2020 or later shall be paid on a percentage of Original Premium when premium is received by Company and appears on Company’s income file. Original Premium shall mean the premium rate on the member’s

initial effective date of the Policy, regardless of whether the member changes plans, zip codes, underwriting levels, or agent/broker of record. Commission is not paid on rate increases, surcharges, Policy administrative fees, other fees, or changes to the Policy.

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INDIANA

Senior Medicare Supplement

Agent Commission Schedule

Effective January 1, 2020 through December 31, 2020

Medicare Supplement	
Year 1 - 6	Year 7+
21%	0%
Specialty Plan – Anthem Extras	
Year 1 - 6	Year 7+
10%	10%
<ul style="list-style-type: none"> • Commission payments for Medicare Supplement policies are based on initial premium and payable through year 6. 	
<ul style="list-style-type: none"> • Commission payments for Anthem Extras policies are based on paid premium and payable for the life of the policy. <ul style="list-style-type: none"> • Applies for policies shown written with an effective date between January 1, 2020 and December 31, 2020 • Commission payments apply to new sales only (switchers from prior Anthem Blue Cross Blue Shield Medicare Supplement plans do not qualify) 	

Payment on a Percentage of Original Premium (Over 65 Products Any and All Modernized Medicare Supplement and Medicare Select) – Subject to the Broker Agreement and except as noted in this Commission Schedule, commission payable on Broker’s Senior Business effective January 1, 2020 or later shall be paid on a percentage of Original Premium when premium is received by Company and appears on Company’s income file. Original Premium shall mean the premium rate on the member’s initial effective date of the Policy, regardless of whether the member changes plans, zip codes, underwriting levels, or agent/broker of record. Commission is not paid on rate increases, surcharges, Policy administrative fees, other fees, or changes to the Policy. For Medicare Supplement and Medicare Select Policy replacement sales, Commission shall be paid at the renewal percentage only. Any such first year and renewal commission shall be calculated only for premium received by Company on Medicare Supplement and Medicare Select contracts issued, effective and in-force within a 12-month calendar year (January- December). Brokers shall begin each calendar year at Commission Tier Level



1 for new business. Commission shall be applied retroactively upon attaining a higher Commission Tier Level.

Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company. Independent licensee of the Blue Cross and Blue Shield Association. ANTHEM is a registered trademark of Anthem Insurance Companies, Inc. The Blue Cross and Blue Shield names and symbols are registered marks of the Blue Cross and Blue Shield Association..

KENTUCKY
Senior Medicare Supplement
Agent Commission Schedule
Effective January 1, 2020 – December 31, 2020

Medicare Supplement – 65+	
Year 1 - 6	Year 7 +
21%	4%
<ul style="list-style-type: none"> Commission payments are based on initial premium and payable for the life of the policy (unless otherwise noted). Commission rate applicable only to policies issued to individuals age 65 and older. Zero commissions are paid for policies issued to individuals under age 65. Applies for policies shown written with an effective date on or after January 1, 2020 Commission payments apply to new sales only (Plan changes from prior Anthem Blue Cross Blue Shield Medicare Supplement plans with continuous coverage do not qualify) Plan changes from a policies issued to individuals under age 65 to policies issued to individuals age 65 and older are eligible for the new commission rate. 	

Payment on a Percentage of Original Premium (Any and All Modernized Medicare Supplement and Medicare Select) – Subject to the Broker Agreement and except as noted in this Commission Schedule, commission payable on Broker’s Senior Business effective January 1, 2020 or later shall be paid on a percentage of Original Premium when premium is received by Company and appears on Company’s income file. Original Premium shall mean the premium rate on the member’s initial effective date of the Policy, regardless of whether the member changes plans, zip codes, underwriting levels, or agent/broker of record. Commission is not paid on rate increases, surcharges, Policy administrative fees, other fees, or changes to the Policy.

Anthem Blue Cross and Blue Shield is the trade name of Anthem Health Plans of Kentucky, Inc. Independent licensee of the Blue Cross and Blue Shield Association. ANTHEM is a registered trademark of Anthem Insurance Companies, Inc. The Blue Cross and Blue Shield names and symbols are registered marks of the Blue Cross and Blue Shield Association

Maine
Anthem Blue Cross Blue Shield
Senior Medicare Supplement
Agent Commission Schedule
 Effective January 1, 2020 through December 31, 2020

Medicare Supplement				
PLAN	YEAR 1	YEAR 2 - 6	YEAR 7 – 10	YEAR 11+
Plan F, Plan G	\$225	\$225	\$112.50	\$56.25
Plan N	\$210	\$210	\$105	\$52.50
Plan A	\$204	\$120	\$60.00	\$30.00
<ul style="list-style-type: none"> • Commission payments payable thru the life of the policy. • Applies for policies shown written with effective dates between January 1, 2020 and December 31, 2020. • Medicare Supplement commissions are paid on a monthly basis. The above rates are displayed as the annual amount. • Commission payments apply to new sales only (switchers from prior Anthem Medicare Supplement plans do not qualify). • Renewal rates become effective at policy anniversary. 				

Anthem Blue Cross and Blue Shield is the trade name of Anthem Health Plans of Maine, Inc. Independent licensee of the Blue Cross and Blue Shield Association. ANTHEM is a registered trademark of Anthem Insurance Companies, Inc. The Blue Cross and Blue Shield names and symbols are registered marks of the Blue Cross and Blue Shield Association.

MISSOURI
Senior Medicare Supplement
Agent Commission Schedule
Effective January 1, 2020 through December 31, 2020

Medicare Supplement	
(Plan A, Plan F, Plan G, Plan N)	
Year 1 - 6	Year 7 +
21%	4%
Specialty Plan – Anthem Extras	
Year 1 – 6	Year 7+
10%	10%
<ul style="list-style-type: none"> • Commission payments for Medicare Supplement policies are based on initial premium and payable for the life of the policy (unless otherwise noted). Commission payments for Anthem Extra policies are based on paid premium and payable for the life of the policy. • Applies for policies shown written with an effective date between January 1, 2020 and December 31, 2020. • Commission payments apply to new sales only (Plan changes from prior Anthem Blue Cross Blue Shield Medicare Supplement plans with continuous coverage do not qualify) 	

Payment on a Percentage of Original Premium (Any and All Modernized Medicare Supplement and Medicare Select) – Subject to the Broker Agreement and except as noted in this Commission Schedule, commission payable on Broker’s Senior Business effective January 1, 2020 or later shall be paid on a percentage of Original Premium when premium is received by Company and appears on Company’s income file. Original Premium shall mean the premium rate on the member’s initial effective date of the Policy, regardless of whether the member changes plans, zip codes, underwriting levels, or agent/broker of record. Commission is not paid on rate increases, surcharges, Policy administrative fees, other fees, or changes to the Policy.



In Missouri (excluding the 30 counties in the Kansas City area), Anthem Blue Cross and Blue Shield is the trade name of Healthy Alliance® Life Insurance Company (HALIC) and Anthem Insurance Companies, Inc. (AICI). Plans A, G & N are offered by HALIC. Plan F is offered by AICI. Independent licensee of the Blue Cross and Blue Shield Association. ANTHEM is a registered trademark of Anthem Insurance Companies, Inc.



**New Hampshire
Anthem Blue Cross Blue Shield
Senior Medicare Supplement
Agent Commission Schedule
Effective January 1, 2020 through December 31, 2020**

Medicare Supplement – Over 65				
PLAN	YEAR 1	YEAR 2 - 6	YEAR 7 - 10	YEAR 11+
Plan F, Plan G	\$225	\$225	\$112.50	\$56.25
Plan N	\$210	\$210	\$105.00	\$52.50
Plan A	\$204	\$120	\$60.00	\$30.00
Medicare Supplement – Pre 65 (Medicare Disabled)				
	YEAR 1	YEAR 2 – 6	YEAR 7+	
All Plans	\$24	\$24	ZERO	
<ul style="list-style-type: none"> • Commission payments are payable for the life of the policy (except for pre-65 plans as noted above) • Applies for policies shown written with effective dates between January 1, 2020 and December 31, 2020. • Medicare Supplement commissions are paid on a monthly basis. The above rates are displayed as the annual amount. • Commission payments apply to new sales only (switchers from prior Anthem Medicare Supplement plans do not qualify). • Renewal rates become effective at policy anniversary. 				

Anthem Blue Cross and Blue Shield is the trade name of Anthem Health Plans of New Hampshire, Inc. Independent licensee of the Blue Cross and Blue Shield Association. ANTHEM is a registered trademark of Anthem Insurance Companies, Inc. The Blue Cross and Blue Shield names and symbols are registered marks of the Blue Cross and Blue Shield Association.



**NEVADA
Medicare Supplement
Agent Commission Schedule
Effective January 1, 2020 through December 31, 2020**

Medicare Supplement – Classic Plan A, N, and F	
Production Count	Commission Rate
1-3 policies	11%
4-8 policies	12%
9+ policies	14%

- Commission payments are based on initial premium and payable for the life of the policy.
- Applies for policies shown written with an effective date on or after January 1, 2020

Medicare Supplement – Innovative Plan F, G and N		
Year 1	Year 2 - 6	Year 7+
26%	13%	2%

- Commission payments are based on initial premium and payable for the life of the policy.
- Applies for policies shown written with an effective date on or after January 1, 2020

Payment on a Percentage of Original Premium (Over 65 Products – Any and All Medicare Supplement Policies) – Subject to the Broker Agreement and except as noted in this Commission Fee Schedule, commissions payable on Broker’s Senior Business effective January 1, 2020 or later shall be paid on a percentage of Original Premium when premium is received by Company and appears on Company’s income file. Original Premium shall mean the premium rate on the member’s initial effective date of the Policy, regardless of whether the member changes plans, zip codes, underwriting levels, or agent/broker of record. Commissions are not paid on rate increases, surcharges, Policy administrative fees, other fees, or changes to the Policy. Any such first year and renewal commissions shall be calculated only for premium received by Company on Medicare Supplement contracts issued, effective and in-force at the time of commission payment.



For purposes of the Nevada commission schedules above, “Contract” shall not include a subscriber (including any dependent members) or member enrolled in COBRA, state continuation or any other applicable state or federal continuation of a group plan, and thus no compensation shall be paid for said member(s).

Anthem Blue Cross and Blue Shield is the trade name of: In Colorado and Nevada: Rocky Mountain Hospital and Medical Service, Inc. In Connecticut: Anthem Health Plans, 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 New Hampshire: Anthem Health Plans of New Hampshire, Inc. In Ohio: Community Insurance Company. In Virginia (excluding the City of Fairfax, the Town of Vienna and the area east of State Route 123.): Anthem Health Plans of Virginia, Inc. In Wisconsin: Blue Cross Blue Shield of Wisconsin ("BCBSWi"), which underwrites or administers the PPO and indemnity policies; Compcare Health Services Insurance Corporation ("Compcare"), which underwrites or administers the HMO policies; and Compcare and BCBSWi collectively, which underwrite or administer the POS policies. Independent licensees of the Blue Cross and Blue Shield Association. ® ANTHEM is a registered trademark of Anthem Insurance Companies, Inc. The Blue Cross and Blue Shield names and symbols are registered marks of the Blue Cross and Blue Shield Association.

OHIO
Senior Medicare Supplement
Agent Commission Schedule
Effective January 1, 2020 through December 31, 2020

Medicare Supplement (Plan A, Plan F, Plan G, Plan N, Select F, Select G, Select N)	
Year 1 - 6	Year 7 +
21%	4%
<ul style="list-style-type: none"> • Commission payments are based on initial premium and payable for the life of policy (unless otherwise noted). • Applies for policies shown written with an effective date between January 1, 2020 and December 31, 2020. • Commission payments apply to new sales only (Plan changes from prior Anthem Blue Cross Blue Shield Medicare Supplement plans with continuous coverage do not qualify) 	

Payment on a Percentage of Original Premium (Any and All Modernized Medicare Supplement and Medicare Select) – Subject to the Broker Agreement and except as noted in this Commission Schedule, commission payable on Broker’s Senior Business effective January 1, 2020 or later shall be paid on a percentage of Original Premium when premium is received by Company and appears on Company’s income file. Original Premium shall mean the premium rate on the member’s initial effective date of the Policy, regardless of whether the member changes plans, zip codes, underwriting levels, or agent/broker of record. Commission is not paid on rate increases, surcharges, Policy administrative fees, other fees, or changes to the Policy.

Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company (CIC) and



Underwritten by Community Insurance Company
or Anthem Insurance Companies, Inc.

Anthem Insurance Companies, Inc. (AICI). Plans A, G, N, Select G and Select N are offered by CIC. Plan F and Select F are offered by AICI. Independent licensees of the Blue Cross and Blue Shield Association. ANTHEM is a registered trademark of Anthem Insurance Companies, Inc.



VIRGINIA
Anthem Commission Schedule
Medicare Supplement
Effective January 1, 2020 through December 31, 2020

Anthem offers an array of Medicare Supplement and dental products designed for Medicare eligible individuals age 65 or over. These products give consumers the ability to choose health care coverage that best fits their needs. Rates apply only to plans sold with effective dates between January 1, 2020 and December 31, 2020.

Medicare Supplements - Age 65 +			
	Year 1-6	Years 7-10	Years 11 +
Medicare Supplement - New Business or Replacement of another carrier	20%	3%	2%
<ul style="list-style-type: none"> Replacement of another Anthem Medicare Supplement. Commission is based on the effective date of the original plan. 			
Specialty Product			
Anthem Extras (revised 1/1/12)	10%	10%	10%

- Commission payments for Medicare Supplement policies are based on **original premium** and are payable for the life of the policy
- Commission payments for Anthem Extra policies are based on paid premium and are payable for the life of the policy.
- Renewal commissions paid as long as the policy remains in force and agent is recognized as the Agent of Record by the company

Payment on a Percentage of Original Premium (Any and All Modernized Medicare Supplement and Medicare Select) – Subject to the Broker Agreement and except as noted in this Commission Schedule, commission payable on Broker’s Medicare Supplement Business effective January 1, 2020 or later shall be paid on a percentage of Original Premium when premium is received by Company and appears on Company’s income file. Original Premium shall mean the premium rate on the member’s initial effective date of the Policy, regardless of whether the member changes plans, zip codes, underwriting levels, or agent/broker of record. Commission is not paid on rate increases, surcharges, Policy administrative fees, other fees, or changes to the Policy.

Anthem Insurance Companies, Inc. and Anthem Health Plans of Virginia, Inc. trade as Anthem Blue Cross and Blue Shield in Virginia, and our service area is all of Virginia except for the City of Fairfax, the Town of Vienna, and the area east of State Route 123. Plans A & F are offered by Anthem Insurance Companies, Inc. Plans G & N and the Anthem Extras Packages are offered by Anthem Health Plans of Virginia, Inc. Both plans are independent licensees of the Blue Cross and Blue Shield Association. ANTHEM is a registered trademark of Anthem Insurance Companies, Inc.

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WISCONSIN
Senior Medicare Supplement
Agent Commission Schedule
Effective January 1, 2020 through December 31, 2020

Medicare Supplement	
Year 1 - 6	Year 7 +
21%	4%
<ul style="list-style-type: none"> • Commission payments are based on initial premium and payable for the life of the policy (unless otherwise noted). • Applies for policies shown written with an effective date between January 1, 2020 and December 31, 2020. • Commission payments apply to new sales only (Plan changes from prior Anthem Blue Cross Blue Shield Medicare Supplement plans with continuous coverage do not qualify) • Plan changes from a policies issued to individuals under age 65 to policies issued to individuals age 65 and older are eligible for the new commission rate. 	

Payment on a Percentage of Original Premium (Any and All Modernized Medicare Supplement and Medicare Select) – Subject to the Broker Agreement and except as noted in this Commission Schedule, commission payable on Broker’s Senior Business effective January 1, 2020 or later shall be paid on a percentage of Original Premium when premium is received by Company and appears on Company’s income file. Original Premium shall mean the premium rate on the member’s initial effective date of the Policy, regardless of whether the member changes plans, zip codes, underwriting levels, or agent/broker of record. Commission is not paid on rate increases, surcharges, Policy administrative fees, other fees, or changes to the Policy.

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