



**SCHEDULE 1**

**2021 Commission Rates**

Medicare Advantage (MA/MAPD)													
		Agent 4	Agent 3	Agent 2	Agent 1	LOA 7	LOA 6	LOA 5	LOA 4	LOA 3	LOA 2	LOA 1	
<b>National</b>	Initial FYC Rate	\$270	\$244	\$218	\$192	\$270	\$244	\$218	\$192	\$118	\$86	\$53	
	New-to-CMS Rate	Electronic App	\$539	\$501	\$449	\$397	\$539	\$501	\$449	\$397	\$241	\$176	\$112
		Paper App*	\$539	\$501	\$449	\$397	\$539	\$501	\$449	\$397	\$241	\$176	\$112
	Replacement Rate	Electronic App	\$270	\$244	\$218	\$192	\$270	\$244	\$218	\$192	\$118	\$86	\$53
		Paper App*	\$270	\$244	\$218	\$192	\$270	\$244	\$218	\$192	\$118	\$86	\$53
	Renewal Rate**		\$270	\$244	\$218	\$192	\$270	\$244	\$218	\$192	\$118	\$86	\$53
<b>Connecticut, Pennsylvania, District of Columbia</b>	Initial FYC Rate	\$304	\$266	\$234	\$209	\$304	\$266	\$234	\$209	\$123	\$91	\$53	
	New-to-CMS Rate	Electronic App	\$607	\$547	\$485	\$435	\$607	\$547	\$485	\$435	\$261	\$197	\$122
		Paper App	\$607	\$547	\$485	\$435	\$607	\$547	\$485	\$435	\$261	\$197	\$122
	Replacement Rate	Electronic App	\$304	\$266	\$234	\$209	\$304	\$266	\$234	\$209	\$123	\$91	\$53
		Paper App	\$304	\$266	\$234	\$209	\$304	\$266	\$234	\$209	\$123	\$91	\$53
	Renewal Rate**		\$304	\$266	\$234	\$209	\$304	\$266	\$234	\$209	\$123	\$91	\$53



California, New Jersey	Initial FYC Rate		\$336	\$298	\$266	\$240	\$336	\$298	\$266	\$240	\$154	\$122	\$85
	New-to-CMS Rate	Electronic App	\$672	\$612	\$550	\$500	\$672	\$612	\$550	\$500	\$325	\$261	\$186
		Paper App	\$672	\$612	\$550	\$500	\$672	\$612	\$550	\$500	\$325	\$261	\$186
	Replacement Rate	Electronic App	\$336	\$298	\$266	\$240	\$336	\$298	\$266	\$240	\$154	\$122	\$85
		Paper App	\$336	\$298	\$266	\$240	\$336	\$298	\$266	\$240	\$154	\$122	\$85
	Renewal Rate**		\$336	\$298	\$266	\$240	\$336	\$298	\$266	\$240	\$154	\$122	\$85
Florida DSNP	Initial FYC Rate		\$270	\$244	\$218	\$192	\$270	\$244	\$218	\$192	\$118	\$86	\$53
	New-to-CMS Rate		\$539	\$501	\$449	\$397	\$539	\$501	\$449	\$397	\$241	\$176	\$112
	Replacement Rate		\$270	\$244	\$218	\$192	\$270	\$244	\$218	\$192	\$118	\$86	\$53
	Renewal Rate**		\$270	\$244	\$218	\$192	\$270	\$244	\$218	\$192	\$118	\$86	\$53
Maryland	All Rates		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

\*H1610/001 (Aetna Better Health of Virginia HMO D-SNP) and H6399/001 (Aetna Assure Premier Plus HMO D-SNP) plans will be paid at the Electronic Rates for New-to-CMS and Replacement policies regardless of application type.

\*\*The Renewal Rate payable shall be based on Upline's or Agent's (as applicable) hierarchy level as of the original Aetna application received date.

Please Note: LOA and LOAAM level rate is \$0.



Medicare Prescription Drug Plan (PDP)												
		Agent 4	Agent 3	Agent 2	Agent 1	LOA 7	LOA 6	LOA 5	LOA 4	LOA 3	LOA 2	LOA 1
PDP - Smart Rx	Initial FYC Rate	\$41	\$37	\$32	\$28	\$41	\$37	\$32	\$28	\$15	\$11	\$8
	New-to-CMS Rate	\$81	\$72	\$63	\$55	\$81	\$72	\$63	\$55	\$30	\$22	\$15
	Replacement Rate	\$41	\$37	\$32	\$28	\$41	\$37	\$32	\$28	\$15	\$11	\$8
	Renewal Rate*	\$41	\$37	\$32	\$28	\$41	\$37	\$32	\$28	\$15	\$11	\$8
PDP - Choice	Initial FYC Rate	\$41	\$37	\$32	\$28	\$41	\$37	\$32	\$28	\$15	\$11	\$8
	New-to-CMS Rate	\$81	\$72	\$63	\$55	\$81	\$72	\$63	\$55	\$30	\$22	\$15
	Replacement Rate	\$41	\$37	\$32	\$28	\$41	\$37	\$32	\$28	\$15	\$11	\$8
	Renewal Rate*	\$41	\$37	\$32	\$28	\$41	\$37	\$32	\$28	\$15	\$11	\$8
PDP - Plus	Initial FYC Rate	\$41	\$37	\$32	\$28	\$41	\$37	\$32	\$28	\$15	\$11	\$8
	New-to-CMS Rate	\$81	\$72	\$63	\$55	\$81	\$72	\$63	\$55	\$30	\$22	\$15
	Replacement Rate	\$41	\$37	\$32	\$28	\$41	\$37	\$32	\$28	\$15	\$11	\$8
	Renewal Rate*	\$41	\$37	\$32	\$28	\$41	\$37	\$32	\$28	\$15	\$11	\$8

\*The Renewal Rate payable shall be based on Upline's or Agent's (as applicable) hierarchy level as of the original Aetna application received date.

Please Note: LOA and LOAAM level rate is \$0.