



Sprint to the finish

Sell more, earn more

Get in the race! Join the 2019 Broker Bonus Program.

You work hard. And we want to reward you for your endurance. Why not go the extra mile this year and finish strong?

The incentive

Number of new medical cases sold	Bonus amount per contract
2	\$20
3	\$40
4	\$60
5	\$100
Add life or disability coverage to a qualifying medical case	
Life	\$5
Disability	\$5

The details

Here's how to stay on the winner's track:

- You must have a current Anthem appointment and be acting as our agent for sales of group health benefit plans with effective dates October 1 through December 31, 2019.
- New cases must be fully-insured, single-employer plans written with an original effective date between October 1 and December 31, 2019.
- You must sell a minimum of two fully-insured medical cases per qualifying period. Stand-alone specialty sales are eligible for bonus after two fully-insured medical cases are sold.
- The number of qualifying contracts will be equal to the number of employees covered by Anthem under each respective new group insured medical or specialty plan as of the group contract effective date; subsequent changes in the number of contracts are not considered. For example only, if a group purchases a medical plan with ten employees enrolled, and a dental plan with seven employees enrolled as of the original effective date of October 1, 2019, and enrollment under each plan later falls to five employees by the time the bonus is paid, the sale would still earn a medical bonus based on 10 contracts and a dental bonus based on 7 contracts.
- The bonus only applies to commercial insured business with 2 to 99 contracts (consultants and general agents aren't eligible).
- Qualifying cases must still be active when the bonus is paid.
- The bonus does not apply to transfers between Anthem group plans. Accounts transferred as a result of change in the broker of record; buyout; merger with, or joint agency or partnership with, another agency or broker are excluded. Existing Anthem business that is rewritten is excluded from bonus.
- You must maintain appointment in good standing as determined by Anthem to receive the bonus. Final determination of bonus amounts or payments rests solely with Anthem. The scales and bonus formulas may change or terminate at any time without prior notice, at Anthem's sole discretion.
- Maximum \$2,500 paid per medical case. Additional maximum \$1,000 total paid per case for specialty (all specialty lines combined) when sold either as qualified stand-alone or with qualified medical.
- Total cumulative agency bonus cannot exceed \$250,000 for all bonus programs.
- Bonus payment scheduled to be made in April 2020.
- Bonus payments may be reported where permitted by law.

Ready, set, go!

Need more information?

Contact your Anthem Sales representative.