



Why Sell Medicare Plans? RESIDUAL INCOME

Medicare Supplements, Medicare Advantage and Part D drug plans are a great door-opener for life and annuity sales and many *MAPD and PDP pay lifetime renewals which allows an agent to build a retirement plan on renewal income.*

Medicare Supplements typically pay a level commission over 6 years. Med Supps pay a percentage of the premium, which can vary dramatically from state to state and between carriers. In an average state, an agent will make about \$200 per year, for 6 years.

MAPD and PDP commissions are controlled by the federal government and the top level payout is set for each year. In 2017 the most a MAPD plan can pay for a client new to Medicare is \$443 and a new to Medicare Part D plan pays \$71, or less (carriers are allowed to pay less than the amount the government sets, just not more.)

MAPD and PDP plans will almost all pay level lifetime renewals, with the renewal amount being 1/2 of the first year amount if the client was new to Medicare, or \$222 in 2017 for a MAPD and \$36 for a PDP plan.

Agent Level Medicare Commissions Projections

Applications Per Year	Year 1	Year 5	Year 10	Total
25	\$5K	\$26K	\$53K	\$300K
50	\$11K	\$53K	\$110K	\$600K
100	\$21K	\$110K	\$215K	\$1.2M

Questions? Call us at 800-388-8342