

It's Finally Here! New Change to Advance Medicare Supplement Policy Commissions

March 10, 2020

You have been asking -- and we are very excited to be able to deliver this change! Beginning with April 1, 2020, policy effective dates, you will receive Medicare Supplement (Med Supp) commission payments **in advance**. The commission advance will be available in all states where Anthem Blue Cross and Blue Shield Medicare Supplement plans are sold. The timing of the initial month payment is not changing. Commissions will continue to be paid as earned, following the initial effective date, with the advance payment included.

The amount of the commission advance will be based on the first month commission calculation and will be paid for 9 months in advance. Commission for months 10, 11, and 12 will be paid as earned.

For example, if the first month commission calculation is \$6, the advance would be \$54 (\$6 x 9 months = \$54). The amount of the prefunded advance will be reduced each month, on a rolling calendar year basis beginning with the first month of the advance.

We always welcome your comments and suggestions and are pleased to be able to provide you with this requested commission change. Keep the ideas coming!

Questions? Email Medicare Agent Services at medicareagentsupport@anthem.com.

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This article applies to:

- Wisconsin, Virginia, Ohio, Nevada, New Hampshire, Missouri, Maine, Kentucky, Indiana, Connecticut, Colorado, and Georgia
- Senior and Medicare