

# 2020 Kentucky Individual Incentive and Recognition Program



## Commission

ACA Individual commission schedule - Medical Effective January 1, 2020		
Broker level	New (Annual)	Renewal (Annual)
Premier	\$160	\$110
Standard	\$140	\$100

- ◆ ACA Commission will only be paid in the counties where Anthem is participating in 2020.
- ◆ Annual payout will take place at the end of open enrollment.
- ◆ AORs will be honored but not paid until a member is enrolled for 12 months and renews.
- ◆ Renewals will be paid based on total active membership as of June 30, 2020.
- ◆ Member must be on the books for a minimum of 12 months to receive renewal payout.
- ◆ No commission will be paid for SEP membership.

## Rules and regulations

1. Agent must be certified on the FFM.
2. Compensation is payable only to Kentucky appointed Agent of Record, or to consultant performing substantially the same services.
3. Members must be domiciled in Kentucky.
4. Incentive payments will be disclosed where required by applicable law.

For questions about commission schedules, please email us at: [sales.comp.central.region.agent@anthem.com](mailto:sales.comp.central.region.agent@anthem.com).

Sales compensation system will accommodate a maximum of two commission schedules per agency. If an ACE level change occurs, commissions will be administered via the two most current commissions schedules.

This is intended to be a summary and is subject to change. Anthem reserves the right to interpret the terms and conditions of these programs including eligibility, calculation and payout, and may terminate this program at any time. Only a definitive agreement in writing by you and an authorized Anthem representative will be binding upon Anthem to have any liability thereafter.

