



## Individual Medicare Advantage Commission Schedule

Effective **January 1, 2024, through December 31, 2024**, the following commission schedule will apply to individual Medicare Advantage business. Commissions will be calculated based on the table below and paid in the first month a policy becomes effective. In the event a policy is canceled, or a rapid disenrollment occurs, any unearned commissions will be recouped against future commission payments.

Effective Date of Policy	Enrollment Months	Initial Year	Renewal Year
01/01/2024	12	\$611	\$306
02/01/2024	11	\$560.08	\$280.50
03/01/2024	10	\$509.16	\$255
04/01/2024	9	\$458.24	\$229.50
05/01/2024	8	\$407.32	\$204
06/01/2024	7	\$356.40	\$178.50
07/01/2024	6	\$305.48	\$153
08/01/2024	5	\$254.56	\$127.50
09/01/2024	4	\$203.64	\$102
10/01/2024	3	\$152.72	\$76.50
11/01/2024	2	\$101.80	\$51
12/01/2024	1	\$50.88	\$25.5

Please note, CMS will make determinations as to what is deemed new business and/or renewal commissionable business. All such determinations of sales of Medicare Advantage products will be made solely by CMS. CMS requires agents to maintain continuous annual Medicare certification in order to receive commissions for Medicare Advantage sales. Therefore, any lapse in Medicare certification will result in discontinuance of commission payments.



**Individual Medicare Supplement Plans Commission Schedule**

Effective **October 1, 2023, through December 31, 2024**, the following commission schedule will apply to individual Medicare Supplement business. Commission will be calculated based on the table below and paid in the first month a policy becomes effective and continue to pay on an as earned basis.

<b>Medicare Supplement Plans</b>			
<b>Underwritten</b>			<b>Guaranteed Issue</b>
<b>Eligible Years</b>	<b>1-6</b>	<b>7+</b>	<b>1-6</b>
<b>Commissionable Premium</b>	15%	3%	2%

**Note:** Guaranteed Issue includes turning 65 and newly eligible for Medicare.