

| Medicare Advantage* | | | |
|----------------------------|---------------------|-------------------------------|----------------------------|
| <u>Company</u> | <u>Initial Year</u> | <u>Renewal or Replacement</u> | <u>Lifetime Commission</u> |
| UnitedHealthCare | \$455 | \$228 | Y |
| Humana | \$455 | \$228 | Y |
| Aetna | \$455 | \$228 | Y |
| Anthem | \$455 | \$228 | Y |
| Wellcare | \$455 | \$228 | Y |
| Cigna Healthspring | \$455 | \$228 | Y |
| Molina | \$455 | \$228 | Y |

| Medicare Supplements | | | |
|----------------------------------|-------------------|----------------------------|---------------------------------------|
| <u>Company</u> | <u>Agent Comp</u> | <u>Lifetime Commission</u> | |
| AARP (UHC) | \$85-\$345 | N Years 1-6 | commission is determined by plan code |
| Aetna (Continental Life Ins) | 21% | N Years 1-6 | |
| Cigna (American Retirement Life) | 22% | N Years 1-6 | |
| Mutual of Omaha | 21% | N Years 1-6 | |
| Thrivent | 22% | N Years 1-6 | |
| Liberty Bankers | 21% | N Years 1-6 | |
| GTL | 21% | N Years 1-6 | |
| Transamerica | 21% | N Years 1-6 | |

| Prescription Drug Plans* | | | |
|---------------------------------|---------------------|-------------------------------|----------------------------|
| <u>Company</u> | <u>Initial Year</u> | <u>Renewal or Replacement</u> | <u>Lifetime Commission</u> |
| UnitedHealthCare | \$ 72 | \$ 36 | Y |
| Aetna | \$ 72 | \$ 36 | Y |
| Humana | \$ 72 | \$ 36 | Y |
| Silverscript | \$ 72 | \$ 36 | Y |
| Envision | \$ 72 | \$ 36 | Y |
| Wellcare | \$ 72 | \$ 36 | Y |

Keep in mind that this is only a guide and not contractual. **Commissions can change without notice.** Commissions can vary based on product type, carrier and calendar year. **Before** you write a policy, you may certainly contact us to confirm your commissions.

*Medicare advantage and PDP commissions are regulated by CMS and are subject to change each year. The figures above reflect the fair market value or FMV established by CMS for 2018. Figures above are for agent level commissions; CA, NJ, CT, PA and DC pay a higher commission. Agency level contracts are also available. Please speak with our staff for agency compensation and production requirements.