

2021 Commission Schedule Updates Frequently Asked Questions

November 2020

We've made updates to the Blue Shield Commission Schedule for select Individual and Family Plan (IFP) and Medicare products. The changes apply to new health plan contracts for new Blue Shield members with plan effective dates of January 1, 2021, and later.

1. What changes were made to the Commission Schedule?

There are changes to the commission amounts for the following products:

Individual Term Life insurance* and Individual and Family Dental and Vision* plans

- First year: 10%
- Renewal year: 10%

Medicare Advantage Prescription Drug (MA-PD) HMO plans for individuals

- Counties of Alameda, Fresno, Kern, Los Angeles, Orange, Riverside, Sacramento, San Bernardino, San Diego, San Luis Obispo, San Mateo, Santa Barbara, and Ventura
 - First year: \$672
 - Renewal year: \$336

Medicare Advantage Prescription Drug (MA-PD) PPO plans for individuals

- Alameda County
 - First year: \$672
 - Renewal year: \$336

Medicare Prescription Drug Plans (PDP) for individuals

- First year: \$81
- Renewal year: \$41

2. Where can brokers find the 2021 Commission Schedule?

The new 2021 Commission Schedule is now available on Broker Connection. Broker Connection is a great resource for sales materials, sales tools, and up-to-date information for Blue Shield business.

3. Which plan types are affected by the commission changes?

Individual Term Life and Individual and Family Dental and Vision plans, MA-PD, and PDP plans.

4. How can brokers learn more?

Brokers can contact their Blue Shield sales team or Producer Services at **(800) 559-5905** for more information regarding the commission schedule or other sales issues.

5. Does this affect past commissions?

No, past commissions will not be affected. The January 2021 Commission Schedule provides the commission for new cases placed for coverage effective January 1, 2021, and later.

* Vision insurance and Individual Term Life insurance are underwritten by Blue Shield of California Life & Health Insurance Company.