



2024 Individual Bonus Program

Grow your business and earn more with Anthem

As a trusted advisor, your role in keeping individuals covered and protected is critical. To show how much we appreciate your commitment, we've designed a special broker incentive program for you. The more you sell, the more you earn.

Individual Medical Sales Bonus

No aggregate minimum required.

- Tier 1 - 20-49 members: \$100/member
- Tier 2 - 50+ members: \$150/member



Payout schedule

Time period	Reconcile month	Month paid	Policies active through
Q1 new members (Jan. - March)	June 2024	July 2024	May 1, 2024
Q2 new members (April - June)	Sept. 2024	Oct. 2024	Aug. 1, 2024
Q3 new members (July - Sept.)	Nov. 2024	Dec. 2024	Nov. 1, 2024
Q4 new members (Oct. - Dec.)	March 2025	April 2025	Feb. 1, 2025

We're ready to help you exceed your goals and reward you for your successes. The bonus program begins on January 1, 2024.

For additional information, contact your Anthem sales representative.



Find all your broker tools in one place.

Scan this QR code with your phone's camera.

Program details

This bonus program runs from January 1, 2024, to December 31, 2024.

- Bonus applies to ACA Individual plans sold within Anthem's Virginia service area.
- Upon meeting the threshold of 20 members, bonus will be paid back to the first member sold through to the 49th under Tier 1 of \$100. Upon the 50th member sold and every sale forward, Tier 2 bonus of \$150 is paid.
- You must have a current Anthem appointment and be acting as our agent for sales of Individual health benefit plans with effective dates.
- Qualifying contracts must be in force when the bonus is paid.
- This bonus is based on the Writing Agent Tax ID number.
- Writing Agents of a Virginia appointed General Agency are eligible.
- National brokers eligible for other bonus programs are not eligible for this state-specific bonus.
- The bonus doesn't apply to transfers between Anthem ACA Individual plans.
- Accounts transferred as a result of a change in the broker record or a buyout merger with a joint agency partnership with another agency or brokers are excluded.
- The final determination of bonus amounts or payments rest solely with Anthem.
- The scales and bonus formulas may change or end without prior notice at Anthem's sole discretion.
- Anthem may report bonus compensation, as permitted by law.
- This is intended only to be a summary and is subject to change. Anthem reserves the right to interpret the terms and conditions of our 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.

**Rewarding your
success.**

Thank you for all you do.

