



2014 Medical & Dental Sales Commissions

Commission
Schedule
for Brokers
and Agents

ARIZONA

Medical Insurance

FIRST YEAR AND RENEWAL COMMISSIONS*

5.5%

for the life of the policy

Original Commissionable Premium is the policy-level premium assigned on the policy effective date. Changed only for a member who is added or terminated on the policy, a member that changes their medical plan selection, or one or more members on the policy change their location. Commissions will be paid on posted premiums applied to your clients' eligible cases. There is no change to commission schedules for business effective prior to 9/1/2014

*Commissions are not paid on new Gold and Platinum cases with effective dates 9/1/14 through 12/31/14. For Bronze and Silver plans, commissions will be paid as indicated on this schedule.

Dental Insurance

FIRST YEAR COMMISSIONS	RENEWAL COMMISSIONS
Commissions Paid Per Member in a 12-Month Advance (PMPY)	Commissions Paid Per Member Per Month (PMPM)
\$61.75	\$1.75

PAYMENT FREQUENCY

Commission checks are issued twice a month.

Cigna pays commissions only to brokers and agents licensed under state insurance laws and, if required by law, appointed by Cigna. To be eligible to receive commissions, you must sign an agreement with Cigna. If you sell a Health Insurance Marketplace plan, you will also need to provide Cigna with your Federally Facilitated Marketplace certification number to receive commissions. Commission schedules are subject to change, at Cigna's discretion.

QUESTIONS

For questions about commissions/statements or 1099s:

T 1-800-903-7711 **F** 1-646-753-6549 **E** ProducerCommissions@cigna.com

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