

Blue Cross & Blue Shield of Rhode Island (BCBSRI) Broker Commission Schedule

New Business and Subsequent Renewals

Large Group 50+ Contracts

Annual Paid Premium	Commission Percentage
\$0-\$100,000	4.0%
\$100,001-\$175,000	3.5%
\$175,001-\$350,000	1.5%
\$350,001-\$875,000	1.0%
\$875,001-\$1,750,000	0.5%
\$1,750,001-\$3,500,00	0.25%
\$3,500,001+	BCBSRI Consideration

Blue Cross Dental

	New Business	Renewals*
First \$5,000	10.0%	10.0%
Next \$45,000	4.0%	4.0%
Next \$200,000	2.0%	2.0%
Next \$250,000	1.0%	1.0%
All Excess	0.5%	0.5%

Small Group < 50 Contracts

Group Size	Cost Per Contract
*Group 1-50	\$20.00

* Effective January 1, 2009

Policies

Whole Case Plus

Commissionable sales category for groups with 50+ eligible employees whereby:

- A)** All other competing health insurance companies are eliminated from an existing BCBSRI account, allowing BCBSRI to acquire an additional 25% to 50% of the group's enrollment, **plus** a new line of coverage is added to the case (e.g., Blue Cross Dental, or Life/LTD with Combined Services, LLC, etc.); or
- B)** All other competing health insurance companies are eliminated from an existing BCBSRI account, allowing BCBSRI to acquire an additional **50% or more** of the group's enrollment.

In either case (**A or B**), all health premiums generated by the entire case will be applied to our new business commission schedule.

Whole Case

Same as letter (**A**), except a new line of coverage is **not** sold. All health premiums generated from the entire case will be applied to 50% of our new business commission schedule.

Commission payments under either policy must be approved by the Assistant Vice President of Sales and Marketing or his designee.

For more information, please contact your General Agent or BCBSRI at **(401) 459-5545**.

