



## **2017 MEDICARE ADVANTAGE & PDP COMMISSION SCHEDULE**

**Things to make note:**

**Level 1 Agent: An Agent who has written 1-50 enrollments (per season)**

**Level 2 Agent: An Agent who has written 51-100 enrollments (per season)**

**Level 3 Agent: An Agent who has written 101+ enrollments (per season)**

**Difference between 1<sup>st</sup> year (initial) and renewal commissions:**

**If CMS considers the applicant a “first time” enrollment into an MA plan; initial commissions will be paid AFTER CMS verification (usually 3 months after effective date; paid with renewals)**

**\*\*\*Amounts are subject to change at any time without notice\*\*\***



MONTH	LEVEL 1	LEVEL 2	LEVEL 3
JANUARY	\$155.00	\$160.00	\$165.00
FEBRUARY	\$142.08	\$146.66	\$151.25
MARCH	\$129.16	\$133.32	\$137.50
APRIL	\$116.24	\$119.98	\$123.75
MAY	\$103.32	\$106.64	\$110.00
JUNE	\$90.40	\$93.30	\$96.25
JULY	\$77.48	\$79.96	\$82.50
AUGUST	\$64.56	\$66.62	\$68.75
SEPTEMBER	\$51.64	\$53.28	\$55.00
OCTOBER	\$38.72	\$39.94	\$41.25
NOVEMBER	\$25.80	\$26.60	\$27.50
DECEMBER	\$12.88	\$13.26	\$13.75

**true-ups will pay an additional \$155\***

(Usually takes around 3 months after submission)



MONTH	LEVEL 1	LEVEL 2	LEVEL 3
JANUARY	\$140.00	\$145.00	\$150.00
FEBRUARY	\$128.33	\$132.92	\$137.50
MARCH	\$116.66	\$120.84	\$125.00
APRIL	\$104.99	\$108.76	\$112.50
MAY	\$93.32	\$96.68	\$100.00
JUNE	\$81.65	\$84.60	\$87.50
JULY	\$69.98	\$72.52	\$75.00
AUGUST	\$58.31	\$60.44	\$62.50
SEPTEMBER	\$46.64	\$48.36	\$50.00
OCTOBER	\$34.97	\$36.28	\$37.50
NOVEMBER	\$23.30	\$24.20	\$25.00
DECEMBER	\$11.63	\$12.12	\$12.50

**\*TRUE-UPS WILL PAY AROUND ANOTHER \$140\***

(Usually takes around 3 months after submission)



**ON SUBMISSION PAID DIRECTLY BY ESSENCE:**

<b>MONTH</b>	<b>COMMISSION</b>
<b>JANUARY</b>	\$222.00
<b>FEBRUARY</b>	\$203.50
<b>MARCH</b>	\$185.00
<b>APRIL</b>	\$166.50
<b>MAY</b>	\$148.00
<b>JUNE</b>	\$129.50
<b>JULY</b>	\$111.00
<b>AUGUST</b>	\$92.50
<b>SEPTEMBER</b>	\$74.00
<b>OCTOBER</b>	\$55.50
<b>NOVEMBER</b>	\$37.00
<b>DECEMBER</b>	\$18.50

**\*TRUE-UPS WILL PAY AROUND ANOTHER \$221\***  
(Usually takes around 3 months after submission)



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MONTH	COMMISSION
JANUARY	\$140.00
FEBRUARY	\$128.33
MARCH	\$116.66
APRIL	\$104.99
MAY	\$93.32
JUNE	\$81.65
JULY	\$69.98
AUGUST	\$58.31
SEPTEMBER	\$46.64
OCTOBER	\$34.97
NOVEMBER	\$23.30
DECEMBER	\$11.63

**\*TRUE-UPS WILL PAY AROUND ANOTHER \$140\***

(Usually takes around 3 months after submission)



seniorbenefit services



<b>MONTH</b>	<b>KC BLUE</b>	<b>HMO</b>	<b>PPO</b>
JANUARY	\$135.75	\$117.25	\$106.75
FEBRUARY	\$124.44	\$107.48	\$97.85
MARCH	\$113.13	\$97.71	\$88.95
APRIL	\$101.81	\$87.94	\$80.05
MAY	\$90.50	\$78.17	\$71.15
JUNE	\$79.19	\$68.40	\$62.25
JULY	\$67.88	\$58.63	\$53.35
AUGUST	\$56.56	\$48.86	\$44.45
SEPTEMBER	\$45.25	\$39.09	\$35.55
OCTOBER	\$33.94	\$29.32	\$26.65
NOVEMBER	\$22.63	\$19.55	\$17.75
DECEMBER	\$11.31	\$9.78	\$8.85

**\*TRUE-UPS WILL PAY AROUND ANOTHER \$117/107\***

(Usually takes around 3 months after submission)



## 2017 PDP COMMISSIONS



Month	Column1
January	\$23.00
February	\$21.08
March	\$19.16
April	\$17.24
May	\$15.32
June	\$13.40
July	\$11.48
August	\$9.56
September	\$7.64
October	\$5.72
November	\$3.80
December	\$1.88



Month	Commission
January	\$21.50
February	\$19.70
March	\$17.90
April	\$16.10
May	\$14.30
June	\$12.50
July	\$10.70
August	\$8.90
September	\$7.10
October	\$5.30
November	\$3.50
December	\$1.70



Month	Commission
January	\$22.75
February	\$20.85
March	\$18.95
April	\$17.05
May	\$15.15
June	\$13.25
July	\$11.35
August	\$9.45
September	\$7.55
October	\$5.65
November	\$3.75
December	\$1.85



Month	Commission
January	\$30.50
February	\$27.96
March	\$25.42
April	\$22.88
May	\$20.34
June	\$17.80
July	\$15.26
August	\$12.72
September	\$10.18
October	\$7.64
November	\$5.10
December	\$2.56

