



## Small group broker commission changes effective January 1, 2018

We're changing small group (1 - 50) ACA broker commissions for medical cases sold in Maryland, Washington, DC, and Virginia. The new ACA commission structure applies to all **new and renewal business sales** effective January 1, 2018. You'll continue to earn commissions on a per employee, per month (PEPM) basis.

**These commission changes apply to small group ACA business only, and the change on existing small group ACA business will occur upon the group's renewal date.**

### What this means for you

For ACA new and renewal medical business sold with an effective date of January 1, 2018, or later, the commission will be:

	Number of eligible employees enrolled	Commission per employee, per month (PEPM)
1 - 50 employees	ACA small group 1 - 50	\$10 (new and renewal business)

To view ACA, fully insured, and AFA broker commissions, please see [this new MD, DC, and VA broker commission flyer](#).