



## Win the Race to Earn More with the Virginia Medicare Supplement Sales Bonus Program!

### Great News for Brokers in Virginia!

The More You SELL the More You EARN During our Medicare Supplement Sales Bonus Program!

Now YOU have a new opportunity to earn even more on EVERY Medicare Supplement Plan you SELL!

**New, short-term incentives have just been announced for brokers who sell our Medicare Supplement plans!** Don't miss out on this **limited time opportunity** to earn more when you sell Anthem Blue Cross and Blue Shield Medicare Supplement plans with **5/1/2018 effective dates!**\*

#### How Does it Work?

- If you sell 3-4 approved Medicare Supplement plan enrollments you'll receive an additional **\$100 bonus per sale!**
- But if you sell 5 or more approved Medicare Supplement plan enrollments, you'll receive an additional **\$150 bonus per sale!**

**EXAMPLE: If you sell THREE Medicare Supplement policies in a month with a 5/1/2018 effective date, you'll earn a \$300 bonus! (3 x \$100) But if you sell FIVE policies, you'll earn \$750! (5 x \$150)**

#### Program Rules:

- All per sale bonus amounts are in addition to the standard broker compensation.

**Your current and prospective clients can benefit from these money-saving options on every Anthem plan:**

- A 5% discount on **each** policy if there is more than one Medicare Supplement policy written in a household with a coverage date of June 1, 2010 or after.
- Receive \$2 off their monthly premium simply by enrolling in automatic electronic premium payments – a savings of \$24 annually. Save \$48 by paying their premium for the entire year.
- There's even greater savings for your clients when you help them combine discounts (based on eligibility).

While your clients are saving money, they can also stay healthy by taking advantage of the **SilverSneakers** Fitness Program, which offers eligible Modernized Anthem Medicare Supplement members a Basic Membership with access to over 13,000 locations nationwide – at no extra cost!\*\*

**So don't wait! It's time to take advantage of this limited time opportunity to make more money selling Anthem Medicare Supplement Plans!**

Need more information or have questions? Contact your Regional Broker Sales Manager or email Medicare Agent Services at [medicareagentsupport@anthem.com](mailto:medicareagentsupport@anthem.com) or call 1-800-633-4368. We appreciate your continued support.

**\* Incentive is limited to new enrollees only and based upon approval of the policy. All incentives will be paid within ninety days of the end of the bonus period. Anthem reserves the right to make all rules and determinations regarding the bonus program, and may modify or eliminate the program at any time without notice. For more detailed information on the bonus program, please contact your Regional Sales Manager.**

**\*\*SilverSneakers® is a value-added program. It is not insurance and not part of the Medicare Supplement insurance plans. It can be changed or withdrawn at any time.**

Anthem Blue Cross and Blue Shield is the trade name of Anthem Health Plans of Virginia, Inc., serving all of Virginia except for the City of Fairfax, the Town of Vienna, and the area east of State Route 123. Independent licensee of the Blue Cross and Blue Shield Association. ANTHEM is a registered trademark of Anthem Insurance Companies, Inc.