

FIDELIS FAST START

COMMISSIONS

Creating the lifestyle, you always imagined!



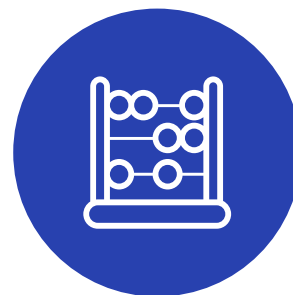
IN THIS TRAINING WE WILL COVER THE FOLLOWING

- The Opportunity
- Commission Rules & Amounts
- Renewals

A BRIGHT FUTURE IN MEDICARE



In 2011, the **77 million** members of the “Baby Boom” generation began turning 65.



The Medicare eligible population will continue to grow. By 2030, **1 in every 5 Americans** will be age 65 or older.



Each day **10,000** people become Medicare eligible.

CREATING THE LIFESTYLE YOU WANT, FOR YOU AND YOUR FAMILY!

Unique Benefits of a Career in Medicare

- Be the boss of your own business
- Flexible work schedule (Full or part time)
- Get rewarded according to your effort
- Unique opportunity through renewals to attain true
 - Freedom of time
 - Freedom of finance

What would you do with more time and money?



A FULFILLING CAREER IN MEDICARE

It's extremely rewarding to work with our seniors!

We help our clients...

- understand the Medicare program, benefits, and additional coverage options.
- find the coverage that works best for their lifestyle.
- feel empowered to make their own decisions.
- get the most from their Medicare benefits.
- by being a compassionate and caring friend.
- obtain resources they need but cannot afford.



**Make a difference in your community
and in the lives of our seniors!**



COMMISSION RULES & AMOUNTS

COMMISSION RULES

- You must be licensed, appointed, and certified in every state where you expect to write business and be paid commissions and renewals.
- Commission rates vary each year per CMS for MA's and PDP's.
- Renewals are based on the contract year in which plan is written.
- Commissions may vary by state.
- Commissions vary between products. For example, a part C pays differently than a med supp.
- Part C and D pays an additional amount for an **initial enrollment**. Meaning, the first time the beneficiary enrolls in a MAPD or PDP.



COMMI\$SION AMOUNTS

Medicare Advantage (PART C)

- **Initial** First-time enrollment in a MA = \$573
- **Change/Renewal** = \$287

Year	National	Connecticut, Pennsylvania, Washington DC	California, New Jersey	Puerto Rico, Virgin Islands
2022	\$573/\$287	\$646/\$323	\$715/\$358	\$394/\$197
2023	\$601/\$301	\$678/\$339	\$750/\$375	\$411/\$206

Numbers reflect commissions as of 2022.
Commissions are subject to change each year per CMS.



COMMISSION RULES

MAPD (PART C)

Commission can be prorated based on enrollment period

- Paid in full for all for IEP enrollments
- Paid in full for all AEP enrollments after **January 1st**
- SEP Commissions: Paid on pro-rated basis based on annual membership

EXAMPLE

Agent John enrolls Mrs. Adams on a MAPD that takes effect March 1st.

- Commissions: $\$287 / 12 \text{ months} = \23.91 per month
- Will be enrolled for a total of 10 months
- $\$23.91 \times 10 \text{ months} = \239.10



Numbers reflect commissions as of 2022.
Commissions are subject to change each year per CMS.

COMMI\$SION AMOUNTS

Prescription Drug (PART D)

- **Initial** (First time enrollment in a PDP) = \$87
- **Change/Renewal** = \$44

Year	National
2022	\$87/\$44
2023	\$92/\$46

Numbers reflect commissions as of 2022.
Commissions are subject to change each year per CMS.



COMMISSION AMOUNTS

Medicare Supplements

- Commissions not set by CMS
- Supplement commissions vary based on the carrier and state
- Commissions average between 18%-23% of premium cost.
- Some carriers pay a 12-month advance
- Some carriers pay commissions for 6 years and then reduce them
- Some have lifetime renewals

CHARGEBACKS

- A **chargeback** is a reversal of advanced commissions paid to you by the insurance company.
- A **rapid disenrollment** is when a member leaves their plan voluntarily within the first 3 months after enrollment. Full chargeback of commissions paid
- A **voluntary disenrollment** is when a member leaves their plan voluntarily within the first 4-11 months after enrollment.
 - Commission paid, is charged back on a pro-rated basis
 - Based on the number of months the member was on the plan.

EXAMPLE

Agent John enrolls Mrs. Adams on a MAPD that takes effect January 1st. She then disenrolls 5 months later, ending membership on June 1st.

- Commission paid - $\$287 / 12 \text{ months} = 23.91$ per month
- $\$23.91 \times 7 \text{ months without plan} = \167.37 (Total Chargeback)





THE POWER OF RENEWALS

THE POWER OF RENEWALS

If you understood residual income,
you would walk through a brick wall to get it!

- Art Jonak

THE POWER OF RENEWALS

How Renewals Work

- Must be actively contracted and in good standing with Carrier paying commissions
- Must be actively licensed and appointed in the state of sale
- For MA/PDP applications you must be certified in all products for which renewals will be paid.
- Member must be actively enrolled on plan.



THE POWER OF RENEWALS

Renewal Amounts

- Supplements pay month to month after your client pays their premium.
- Supplement Renewal = Depends on Commission Percentage
- Almost all carriers offer lifetime renewals on Part C and Part D
- Part C Renewal = **\$23.91 per month – Lifetime (2022)**
- Part D Renewal = **\$3.66 a month – Lifetime (2022)**
- Renewals for Part C & Part D begin on Jan 1st for SEP enrollments or after the first full year of membership.

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Commissions are subject to change each year per CMS.



YOUR TEN-YEAR RETIREMENT PLAN



10 YEAR MAPD RENEWAL FORECAST

Applications	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
1	\$287	\$574	\$861	\$1,148	\$1,435	\$1,722	\$2,009	\$2,296	\$2,583	\$2,870
10	\$2,870	\$5,740	\$8,610	\$11,480	\$14,350	\$17,220	\$20,090	\$22,960	\$25,830	\$28,700
50	\$14,350	\$28,700	\$43,050	\$57,400	\$71,750	\$86,100	\$100,450	\$114,800	\$129,150	\$143,500
75	\$21,525	\$43,050	\$64,575	\$86,100	\$107,625	\$129,150	\$150,675	\$172,200	\$193,725	\$215,250
100	\$28,700	\$57,400	\$86,100	\$114,800	\$143,500	\$172,200	\$200,900	\$229,600	\$258,300	\$287,000
200	\$57,400	\$114,800	\$172,200	\$229,600	\$287,000	\$344,400	\$401,800	\$459,200	\$516,600	\$574,000
300	\$86,100	\$172,200	\$258,300	\$344,400	\$430,500	\$516,600	\$602,700	\$688,800	\$774,900	\$861,000

ADDITIONAL RESOURCES

- **Contact your direct upline**
- **Carriers have a commission portal and/or helpline to assist you**



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THANK YOU!

Fidelis
AN ETTERNAUT COMPANY