



PARTNERS IN SUCCESS

2024 Producer Compensation Plan

Blue KC appreciates your partnership, and we look forward to another successful year.

Blue Cross and Blue Shield of Kansas City (Blue KC) continues to lead the market, thanks in large part to the efforts you make to place and renew business with us. We will continue to provide you and your clients with the attention and personal service you expect.

BLUE KC CONTACTS

Contact	Title	Phone Number	Email Address
Government Programs Broker Services	Questions related to Member Benefits, Claims Issues, and Eligibility for MA, Med Supp, ACA IFP	—	Govt_Broker_Services@BlueKC.com
Broker Services	Questions related to Claims, Billing, Benefit Assistance	816-395-3266	Broker_Services@BlueKC.com
Producer Operations	Questions related to Commission, Licensing, Agent Portal, Agent/Agency Appointments	816-395-3016	ProducerInfo@BlueKC.com
Ryan Roth	Director, Sales	816-395-2111	Ryan.Roth@BlueKC.com
Gretchen FitzGerald	Director, Customer Retention and Engagement	816-360-1117	Gretchen.Fitzgerald@BlueKC.com
Rachel Arnett	Vice President, Sales	816-360-1098	Rachel.Arnett@BlueKC.com

COMMISSIONS

Segment	Product	Commission
100+ Employees	Medical, Dental, Vision	Custom
2-50 Employees	Medical, Transitional Relief	5%
2-50 Employees	Medical, Affordable Care Act (ACA)	5%
51-99 Employees	Medical	5% (new sales only)
5-99 Employees	Medical, ASO	5%
2-99 Employees, Ancillary	Dental (Medical and Dental Premium Not Combined)	7%
2-99 Employees, Ancillary	Life (Blue KC billed)	6%
2-99 Employees, Ancillary	Vision	7%
Individual and Family (Under 65)	Medical, Affordable Care Act (ACA)	\$20 Per Member/Per Month
Individual and Family (Over 65)	Blue KC Medicare Supplement/Select (Policies sold prior to January 2022)	10%
Medicare Supp Line	2022 Blue KC/MVLH Medicare Supplement Plans A, F, G, and N (New policies sold as of January 2022)	Year 1 - 20%, Year 2-6 - 10%, Year 7-10 - 5%, Year 11+ - 2% *
Individual and Family (Under 65)	Medical, Grandfathered/Grandmothered, 90 Day Short Term Security	3%
Individual and Family (Under 65)	Short Term Security plans (up to 90 days)	3%
Individual and Family (Under 65)	Short Term Security PLUS plans (up to 365 days)	15% (of lowest rate)
Individual and Family	Dental	9%

*Medicare Supplement Replacement commissions will be paid assuming renewal commission levels beginning with Year 2.