



Welcome to Broker's Paradise™

RBG Tip Sheet Carrier Updates 9.26.16

AETNA

- **Revised Oct & Nov Renewals:** Aetna recently implemented a 0.7% reduction to the 4th quarter rates in all 19 rating areas for our CA Small Group customers enrolling in or renewing Aetna HMO networks and plans, including HMO plans offered on CalChoice from October - December 2016. Due to the timing of the 0.7% rate reduction for the Aetna HMO plans, October and November renewals will be reprocessed to reflect the reduction to the renewal rates and mailed to customers. The December renewals reflect the updated HMO rates. [View the details here.](#)

ANTHEM BLUE CROSS

- **5% bundling discount:** Your clients can save 5% on their dental, vision and life premiums when they buy dental and add vision and/or life coverage.
- **Save up to 12.5% on dental and 5% on vision with Med-Lock pricing:** Discount applies when Anthem Health and Dental and/or Vision enrollment match – member for member.

BLUE SHIELD OF CA

[Compensation Tool Updates](#)

- **Timing of Commission Payouts:** no more advanced commission payments.
- **Partial Commission Payment Error:** September error for some subscribers who pay the 15th of the month.
- **Missing Customers:** Two reasons why a customer may not have appeared on your September statement: 1) commission were paid in the prior statement period or 2) customer premium had not yet been paid for that bill period.

[Broker Compensation Tool FAQs](#)

- **Download Commission Statements**
- **Excel Option**
- **Who Has Access to View Commission Statements?**
- **Who to Call for Help?**
- **and more...**

KAISER PERMANENTE

- **Commission Changes: Effective 10/1/16** commissions for new groups 51-100 eligible employees will be a flat 5% of premium. **Effective 1/1/17** all small groups 1-100 eligible employees will be a flat 5%. [View the Medical Payout Schedule](#) for groups with aggregate premiums higher than \$1,000,000, schedules for renewing groups, dental payout and Medicare plan commissions.

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