



2024 Commission Schedule updates and frequently asked questions

November 2023

We've made updates to the Blue Shield Commission Schedule for select Medicare products. The changes apply to new health plan contracts for new Blue Shield members with plan effective dates of January 1, 2024, and later.

1. What changes were made to the Commission Schedule?

There are changes to the commission amounts for the following products:

Medicare Advantage Prescription Drug (MAPD) HMO plans for individuals

- Counties of Alameda, Fresno, Kern, Los Angeles, Madera, Merced, Orange, Riverside, Sacramento, San Bernardino, San Diego, San Joaquin, San Luis Obispo, San Mateo, Santa Barbara, Santa Clara, Stanislaus, and Ventura (in 2024 exiting Fresno, Sacramento, Ventura, and Madera)
 - First year: \$762
 - Renewal year: \$381
 - Product portfolio certification requirement

Medicare Advantage Prescription Drug (MAPD) PPO plans for individuals

- Counties of Alameda, Orange, and San Diego
 - First year: \$762
 - Renewal year: \$381
 - Product portfolio certification requirement

Medicare Prescription Drug Plans (PDP) for individuals

- First year: \$100
- Renewal year: \$50
- PDP Plans certification requirement

2. Where can brokers find the 2024 Commission Schedule?

The new 2024 Commission Schedule is now available on Broker Connection. Broker Connection is a great resource for sales materials, sales tools, and up-to-date information for Blue Shield business.

3. Which plan types are affected by the commission changes?

IMAPD, and PDP plans.

4. How can brokers learn more?

Brokers can contact their Blue Shield sales team or Producer Services at **(800) 559-5905** for more information regarding the commission schedule or other sales issues.

5. Does this affect past commissions?

No, past commissions will not be affected. The January 2024 Commission Schedule provides the commission for new members placed for coverage effective January 1, 2024, and later.