

CIGNA BROKER COMMISSIONS SCHEDULE

2022 Medical and Dental

Medical Insurance Commissions

Medical commissions apply to all metal levels and plans sold on or off Marketplace. Sales made during an Open Enrollment or a Special Enrollment Period are eligible. Medical commissions will be paid for up to four children on the plan. Advancing is not available.

2022 medical commissions for applications one to four will be paid \$0 PMPM until the agent or agency reaches five medical applications. At that time, any new medical sales commissions due will be paid, starting from the first 2022 application. Please be advised eligible producers will be paid commission for existing medical policies scheduled to renew 1/1/2022 under this 2022 commission schedule. Commissions will be paid on posted premiums applied to the agent's or agency's clients' eligible cases.

	New Sales 2022	Renewals 2022
Arizona	\$18.00 PMPM	\$18.00 PMPM
Colorado	\$18.00 PMPM	\$18.00 PMPM
Florida	\$25.00 PMPM	\$25.00 PMPM
Georgia	\$22.00 PMPM	NA
Illinois	\$18.00 PMPM	\$18.00 PMPM
Kansas	\$16.00 PMPM	\$16.00 PMPM
Mississippi	\$22.00 PMPM	NA
Missouri	\$18.00 PMPM	\$18.00 PMPM
North Carolina	\$25.00 PMPM	\$20.00 PMPM
Pennsylvania	\$20.00 PMPM	NA
Tennessee	\$20.00 PMPM	\$20.00 PMPM
Utah	\$18.00 PMPM	\$16.00 PMPM
Virginia	\$20.00 PMPM	\$20.00 PMPM

Dental Insurance Commissions

The new dental commission structure pertains to business with effective dates of 1/1/2021 and after, and commissions will be paid on a monthly as-earned basis as a percentage of the total premium. Business prior to 1/1/2021 will continue with the previous commission structure.

	New Sales 2022	Renewals 2022
Cigna Dental Preventive	10% Monthly	10% Monthly
Cigna Dental 1000	20% Monthly	10% Monthly
Cigna Dental 1500	20% Monthly	10% Monthly

Pediatric EHB dental commissions will be paid at 17% on the first year premium and 5% at renewal, not as indicated above. If policy is terminated prior to its first renewal date, any advanced paid commission may be prorated and recovered by Cigna pursuant to the terms of our contract and subject to applicable law.

Payment Frequency*

Medical and dental commission checks are issued twice a month.

Cigna pays commissions to producers licensed under state insurance laws and, if required by law, appointed by Cigna. Producers will need to sign an agreement with Cigna to be eligible for commissions. Commission schedules are subject to change at Cigna's discretion.

*Commission payment releases subject to minimum threshold. EFT payment will release with \$5 or more, and mailed paper checks will release with \$300 or more.

2022 Calendar Year Commission Payment Dates

COMMISSION/COMPENSATION CLOSING DATE*	APPROXIMATE DATE ELECTRONIC FUNDS TRANSFER (EFT) PAYMENT AVAILABLE	APPROXIMATE DATE STATEMENT & CHECKS MAILED
01/08/2022	01/14/2022	01/12/2022
01/22/2022	01/27/2022	01/26/2022
02/05/2022	02/11/2022	02/09/2022
02/22/2022	02/24/2022	02/23/2022
03/05/2022	03/11/2022	03/09/2022
03/22/2022	03/24/2022	03/23/2022
04/02/2022	04/08/2022	04/06/2022
04/20/2022	04/23/2022	04/22/2022
05/07/2022	05/14/2022	05/14/2022
05/21/2022	05/26/2022	05/25/2022
06/04/2022	06/11/2022	06/08/2022
06/21/2022	06/25/2022	06/24/2022
07/06/2022	07/13/2022	07/09/2022
07/23/2022	07/26/2022	07/23/2022
08/06/2022	08/13/2022	08/11/2022
08/20/2022	08/25/2022	08/25/2022
09/03/2022	09/10/2022	09/08/2022
09/20/2022	09/24/2022	09/23/2022
10/04/2022	10/08/2022	10/07/2022
10/22/2022	10/27/2022	10/26/2022
11/05/2022	11/12/2022	11/09/2022
11/22/2022	11/24/2022	11/23/2022
12/03/2022	12/10/2022	12/07/2022
12/20/2022	12/23/2022	12/23/2022

* Commission/Compensation Closing Date refers to the date commissions get released based on paid premium and/or number of member lives that has been allocated and passed through from the billing systems to our commission system. Please allow 48 hours for EFT to settle and up to 14 days to receive statement/check.

Questions

For questions about commissions/statements or 1099s:



Phone
1.800.903.7711



Fax
1.646.753.6549



Email
ProducerCommissions@cigna.com



Insured by Cigna Health and Life Insurance Company, Cigna HealthCare of Arizona, Inc., Cigna HealthCare of Georgia, Inc., Cigna HealthCare of Illinois, Inc., and Cigna HealthCare of North Carolina, Inc.

All Cigna products and services are provided exclusively by or through operating subsidiaries of Cigna Corporation, including Cigna Health and Life Insurance Company, Cigna HealthCare of Arizona, Inc., Cigna HealthCare of Georgia, Inc., Cigna HealthCare of Illinois, Inc., and Cigna HealthCare of North Carolina, Inc. The Cigna name, logo, and other Cigna marks are owned by Cigna Intellectual Property, Inc.