

BCBS Tele-sales Tiered Commission Payouts **Payout Month July 2026**

There are a few factors that go into how we calculate the tier levels for BCBS Tele-sales payout. Those factors are Total number of calls forecasted for the month and the expected closing ratio.

Call Volume forecast for the month:

3338

Commission Payout Tier numbers for personal sales:

Tier 1: 40+ ACA Tele-sales NB - \$75.00 Renewal - \$25 per sale

Tier 2: 1-39 ACA Tele-sales NB - \$50.00 Renewal - \$25 per sale

If the company hits the target goal of paid/effectuated policies, then the above reference tier payout will not apply, and all sales will be paid at tier 1 level regardless of personal production.

Company sales target for the Month:

**1000+ Paid Effectuated ACA – Tele-sales Policies
\$90.00 Per sale**

All commission payouts are subject to change without advance notice at the sole discretion of the company.