

## BCBS Tele-sales Tiered Commission Payouts **Payout Month January 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:

**4282**

Commission Payout Tier numbers for personal sales:

**Tier 1: 42+ ACA Tele-sales \$90.00 per sale**  
**Tier 2: 31-41 ACA Tele-sales \$75.00 per sale**  
**Tier 3: 1-30 ACA Tele-sales \$50.00 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:

**1370+ 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.