

**BCBS Tele-sales Tiered Commission Payouts**  
**Payout Month March 2025**

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 received in the commissionable month compared to the standard call volume. Examples of the Standard Call Volume and then the adjustments based on actual call volume are listed below for clarification.

Call Volume for writing month:

**12,331**

Commission Payout Tier numbers:

**Tier 1: 105+ ACA Tele-sales**

**Tier 2: 77-104 ACA Tele-sales**

**Tier 3: 1-76 ACA Tele-sales**

Base Line: (Standard Call Volume)

*500 calls per working day. There are 23 working days in a month. This totals 11,500 calls as our standard. If we received 11,500 calls, then we expect agents to write 100 BCBS ACA Tele-sales policies per month to qualify for tier 1. Dental sales are not used to determine the tier level an agent could qualify for. Tier 2 is 75% of the standard or 75 BCBS ACA Tele-sales policies. Tier 3 is 74% of the standard or 74 or Lower BCBS ACA Tele-sales policies.*

Example 1: (Actual Call Volume Example)

*Let's say the actual call volume was 250 calls per working day. There are 23 working days in a month. This totals 5,750 calls as our actual call volume. If we received 5,750 calls, then we expect agents to write 50 BCBS ACA Tele-sales policies per month to qualify for tier 1. Dental sales are not used to determine the tier level an agent could qualify for. Tier 2 is 75% of the adjusted volume or 38 BCBS ACA Tele-sales policies. Tier 3 is 74% of the adjusted volume or 37 or fewer BCBS ACA Tele-sales policies.*

Example 2: (Actual Call Volume Example)

*Let's say the actual call volume was 1000 calls per working day. There are 23 working days in a month. This totals 23,000 calls as our actual call volume. If we received 23,000 calls, then we expect agents to write 200 BCBS ACA Tele-sales policies per month to qualify for tier 1. Dental sales are not used to determine the tier level an agent could qualify for. Tier 2 is 75% of the adjusted volume or 150 BCBS ACA Tele-sales policies. Tier 3 is 74% of the adjusted volume or 149 or fewer BCBS ACA Tele-sales policies.*