



Commission Schedule

Savoy is a benefits consulting firm that is here to empower your business without cutting into your commissions. Access to our services is always free and there are no minimum production requirements.

For your reference, please click [HERE](#) to view the Annual Commission Schedule.

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Commissions

GROUP BUSINESS

Please note, the producer commissions rates apply to new and renewal business in the current calendar year unless otherwise noted.

CARRIER	GROUP SIZE	DETAILS	COMMISSION RATE
Aetna	1 to 3	South FL, Fully-Insured	\$1.50 PEPM
	1 to 3	All other areas, Fully-Insured	\$1.50 PEPM
	4 to 50	South FL, Fully-Insured	\$28.50 PEPM (new); \$27 PEPM (renewal)
	4 to 50	All other areas, Fully-Insured	\$24 PEPM (new); \$22.50 PEPM (renewal)
	2 to 100	South FL, Aetna Funding Advantage (AFA)	\$40 PEPM
	2 to 100	All other areas, Aetna Funding Advantage (AFA)	\$40 PEPM
Florida Blue	1 to 3	SimplyBlue, BlueOptions, BlueSelect, BlueCare (HMO), BlueChoice (PPO), and Truli for Health	\$3 New / \$3 Renewal
	4 to 50	South FL and Treasure Coast (rates vary based on agency tiered classification)	\$32 New / \$28 Renewal (Blue Standard, Blue Standard Plus); \$36 New / \$32 Renewal (Blue

			Preferred); \$40 New / \$36 Renewal (BlueDiamond)
	4 to 50	Remaining FL (rates vary based on agency tiered classification)	\$26 New / \$22 Renewal (Blue Standard, Blue Standard Plus); \$30 New / \$26 Renewal (Blue Preferred); \$34 New / \$30 Renewal (BlueDiamond)
	51+		Paid at a negotiated commission rate. Rates must be acknowledged with a specific commission authorization letter/email from the client.
UnitedHealthcare	1 to 3	South FL, Fully-Insured	\$2 PEPM
	3 to 4	All other areas, Fully-Insured	\$2 PEPM
	4 to 50	South FL, Fully-Insured	\$37 PEPM (new); \$34 PEPM (renewal)
	5 to 50	All other areas, Fully-Insured	\$32 PEPM (new); \$25 PEPM (renewal)

Current as of: 03.05.2025

CARRIER-SPONSORED BONUS PROGRAMS

CARRIER	QUALIFICATION PERIOD	DETAILS
Aetna	1/1/2025 - 12/31/2025	2025 Small Group Medical Bonus
	6/1/2025 - 9/1/2025	Individual Vision Sales Bonus Program
Florida Blue	7/1/2025 - 9/30/2025	<ul style="list-style-type: none">Q3 2025 – New Small Group Bonus Program - North Florida <i>Leon and Duval counties.</i>Q3 2025 – New Small Group Bonus Program - South Florida <i>Miami-Dade, Broward and Palm Beach counties.</i>Q3 2025 – New Small Group Bonus Program - West Florida <i>Pinellas, Lee, Manatee, Hillsborough, and Pasco counties.</i>Q3 2025 – New Small Group Bonus Program - Central Florida <i>Orange, Polk, Seminole, and Brevard counties.</i>Q3 2025 – New Small Group Bonus Program – Rest of Florida <i>Small Group sales for groups headquartered in Miami-Dade, Broward, Palm Beach, Hillsborough, Pinellas, Pasco, Manatee, Lee, Orange, Polk, Seminole, Leon, Brevard, and Duval counties will count toward tier attainment but will not be payable under this program. Contracts are payable under the separate South Florida, West Florida, Central Florida, and North Florida Small Group new sale bonus program.</i>
	7/1/2025 - 9/30/2025	Q3 2025 – New Small Group Balanced Funding Bonus Program – All Florida Counties

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