



REQUIRED INFORMATION FOR COMMISSION PAYMENT

To pay a commission to your company on benefits, we need the following:

1. W-9
2. Copy of the agency license AND your agent license
3. Copy of the agency's E&O certificate reflecting \$1M per claim / \$2M aggregate limits

Note: Names (both agency or agent) on all three of the above requested documents must match.

If an agent is part of an agency, but submits all documents in their (the agent's) name, we cannot pay the agency; rather payments will be in the agent's name.

If you only submit documents in the agency's name, please provide a copy of at least one agent's health license.

COMMISSION VALUES

- Aetna Master Policy: FrankCrum receives 4% of the premium and the broker receives 20% of FrankCrum's share
- Open Market Quotes: Commissions vary based on carrier

COMMISSION DATES

Commissions are calculated quarterly based on the premium(s) received.

1st quarter	January to March
2nd quarter	April to June
3rd quarter	July to September
4th quarter	October to December

Your agency will receive commissions around the 20th of the month following the quarter in which the premium(s) was received:

1st quarter	April
2nd quarter	July
3rd quarter	October
4th quarter	January