

Group & Individual Marketing News Bulletin



South Carolina

BlueCross BlueShield of South Carolina
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Blue Cross and Blue Shield Association



ARCHIVES

You may access marketing bulletins from 2008 to present in the *Agent* portion of our Web site, www.SouthCarolinaBlues.com.

NEW ADDRESS?

If your contact information changes, including e-mail address or fax number, please e-mail us your updated information to grpandindv@bcssc.com.

ORDER SUPPLIES

To order BlueCross supplies on COIN, visit our Web site at www.SouthCarolinaBlues.com, and select *Agent*. Then, select "Order Supplies" under *Forms*.

QUESTIONS?

Contact your marketing representative at 800-288-2227 ext. 42328 if you have questions.

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Changes in Medicare Advantage Renewal Commissions

New guidelines from the Centers for Medicare & Medicaid Services (CMS)

CMS has released new guidelines regarding the payment of Medicare Advantage and Part D renewal commissions. Per CMS:

Plan sponsors should pay compensation in accordance with the structure in place when the enrollment occurred so long as the agent is in good standing and the member is still enrolled. An agent is considered to be in good standing if (s)he is appointed to sell in the State, annually trained and tested, and maintains a passing score of 85 percent.

What this means for you is that you must maintain your appointment with us and pass the annual certification requirements in order for us to continue paying your renewal commissions for your Medicare Advantage and Part D sales. If your appointment with us is canceled at any time, we will stop paying your renewal commissions for Medicare Advantage and Part D sales immediately. If you do not take or do not pass the annual certification test, we will no longer pay your renewal commissions for Medicare Advantage and Part D sales. **This guideline only applies to Medicare Advantage and Part D sales.**

We will remind you of this change again as we prepare to launch our 2011 certification period.

Please contact your marketing representative with any questions.