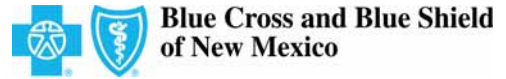


Commission Schedules



2-50 Small Group Health Products (Pool Rated) Commissions mailed the 20th of each month	
2-50 Enrolled Subscribers (Per Case, Per Year)	Commission Rate (First Year and Renewals)
Group Health (2-50)	5.0%

Group Health Products for Experience-Rated Groups Commissions mailed the 20th of each month	
Group Size	Commission Rate
Group Health (51-99)	4.0%
Group Health (100+)	Negotiable*

*For experience-rated groups (100+), producer must indicate on the RFP the desired rate of commission, otherwise commissions will automatically be set at 4%.

Group Dental Products Commissions mailed the 20th of each month	
Group Size	Commission Rate
Group Dental (5-99)	7.5%
Group Dental (100+)	Negotiable*

*For experience-rated groups, producer must indicate on the RFP the desired rate of commission, otherwise commissions will automatically be set at the above rates.

Individual and NM Health Alliance Products Commissions mailed the 20th of each month, except NMHIA	
Product	Commission Rate
Blue Transitions	10%
BlueDirect	10% first year, 5% at renewal
BlueEdge	10% first year, 5% at renewal
Individual BlueChoice	3.5%
Individual BlueChoice Plus	3.5%
Conversion	3.5%
Number One	3.5%
NM Major Med	3.5%
NM Health Insurance Alliance (Commissions mailed last Wednesday of each month)	6.0%

Individual Medicare Products Commissions mailed the 15th of each month	
Product	Commission Rate
Blue MedicareRx (Part D)	\$55 flat fee per application, \$28 renewal flat fee (years 2-6)
Individual Medicare Supplement	8.5%