

# AEP 2027

## SALES INCENTIVE

YOUR EFFORTS MAKE  
A BIGGER IMPACT.

Florida Blue Medicare is recognizing your commitment to helping more Floridians find the Medicare Supplement coverage that fits their needs.

EARN AN EXTRA  
**\$100**  
PER APPLICATION



### ELIGIBLE EFFECTIVE DATE

Applications must have an effective date of **January 1, 2027.**



### ELIGIBLE PLANS

Standard Medicare Supplement plans only. High Deductible Plan G is excluded.



### MINIMUM REQUIREMENT

Submit at least **3 qualifying applications** to earn the incentive.



### INCENTIVE PAYMENT

Earn an additional **\$100 per eligible application.**  
Once you meet the minimum of 3 qualifying applications, the \$100 incentive will be paid retroactively to the first qualifying application, with no maximum payout.



## UNLIMITED UPSIDE

THE MORE YOU SELL, THE MORE YOU EARN.

### IMPORTANT DETAILS

- Incentive applies to Florida Blue Medicare Supplement standard-plan applications (High Deductible Plan G excluded) with an effective date of January 1, 2027.
- Agents must submit at least 3 qualifying applications to earn the incentive.
- Upon meeting the minimum requirement, the \$100 per application incentive will be paid retroactively to the first qualifying application and on all subsequent qualifying applications.
- There is no maximum payout.
- Applications must be submitted, approved, and issued by Florida Blue Medicare and remain in force to be eligible for the incentive.
- Incentive applies to applications submitted during the qualifying AEP period (October 15, 2026 – December 7, 2026), with an effective date of January 1, 2027.
- Incentive payments are subject to all applicable Florida Blue compensation policies, your Producer Agreement, and state regulatory requirements.
- Florida Blue reserves the right to modify or terminate this incentive at any time.