

Rewards of selling SDC

Selling SDC

SDC's goal is to provide competitive rates for long-term partnerships, not just a short-term sale. Provide the following information about your client and we'll deliver fast, outstanding rates!

- Complete census information
- Location (city and county)
- Current employer contribution
- Funding arrangement
- Current carrier
- Current plan design
- Effective date
- Claims experience
- Current and renewal rates
- Reason for market comparison

Representing Superior Dental Care as an agent is as easy as it is rewarding. When you sell your first group, send a copy of your state certificate to SDC along with your completed Producer Appointment Form *(available from the Broker Support Center on our website at* ***superiordental.com/B_support.htm****)* with the completed group application. SDC will send the appropriate information to the state to appoint you with us. SDC pays the fees to process your application and renew your appointment as long as you have active business with us.

Commission schedule

New sales and renewal commissions are calculated based on the billed premiums and paid monthly using the following standard commission schedule:

10% of the first $5,000 in annual premium

8% of the next $5,000 in annual premium

7% of the next $10,000 in annual premium

6% of the next $30,000 in annual premium

4% of the next $50,000 in annual premium

3% of the next $100,000 in annual premium

3% of the remaining premium

Self-funded and Direct plans pay $0.50 per employee per month.

If we receive notification of an AOR change *on or before* the fifteenth of the month, commissions will start on the first of the following month. If we receive notification of an AOR change *after* the fifteenth of the month, commission will start on the first of the second month following notification. For example, if we receive notification of an AOR change on January 15 or before, commission will start on February 1. If we receive notification on January 16 or after, commission will start on March 1.

Override commissions

Inquire about override commissions based on volume.

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