



## Rewards of Selling SDC

At SDC, our 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 quickly deliver a quote for industry-leading dental coverage at a superior value.

- 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 SDC as an agent is as easy as it is rewarding. When you sell your first group, send us a copy of your state certificate, your Producer Appointment Form (available at [SuperiorDental.com/broker-support](https://www.SuperiorDental.com/broker-support)) and the completed group application. We will send the appropriate information to the state and pay the fees to process your application to appoint you with SDC. We will renew your appointment as long as you have active business with us.

### AOR Changes

Agent of Record (AOR) changes will be effective on the first day of the month after receipt of the letter if a future effective date is not specified in the request. Retroactive effective dates will not be assigned. For example, if we receive notification of an AOR change between August 1 and August 31, commission will start on September 1.

### Learn More

For more information, reach out to your SDC sales representative or visit our website.

 [Sales@SuperiorDental.com](mailto:Sales@SuperiorDental.com)

 [1-800-762-3159](tel:1-800-762-3159)

 [SuperiorDental.com/broker-support](https://www.SuperiorDental.com/broker-support)

### Commission Schedule

New sales and renewal commissions are calculated based on the billed premiums and paid monthly according to our standard commission schedules.

#### Underwritten Groups of 51+ Enrolled Employees

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

#### Community-rated Groups of 2-50 Enrolled Employees

10% of the total annual premium

#### Vision Groups

6% of the total annual premium

### Override Commissions

Inquire about override commissions based on volume.