2027 Agent Commission Schedule — REVISED

Revised November 7, 2026 | Applies to eligible 2027 enrollments

IMPORTANT: New commission rates begin November 7, 2026

The revised rates below apply to otherwise eligible applications submitted on or after November 7, 2026. ATRIO will honor the previously applicable commission rates for otherwise eligible applications submitted before November 7, 2026.

What is changing?

- Douglas County: New-to-Medicare (age-in) initial commissions for MAPD and MA-Only change to $0. D-SNP age-in initial commissions remain $725 pro-rated. Initial plan-change (switcher) commissions remain $363, and agent-level renewals remain $313.
- Marion and Polk Counties: New-to-Medicare (age-in) initial commissions change to $0. Initial plan-change (switcher) commissions remain $350, and agent-level renewals remain $250.
- Jackson and Josephine Counties: Initial commissions for both new-to-Medicare (age-in) and plan-change (switcher) business change to $0. Eligible agent-level renewals remain $250.
- Klamath; Lane; Clackamas, Multnomah and Washington; and Yamhill: No changes to the previously communicated rates.

Agent-level commissions for applications submitted on or after November 7, 2026

Region / County	Plan Type	Age-in initial	Initial switcher	Annual renewal
Douglas	MAPD, MA-Only	$0	$363	$313
Douglas	D-SNP	$725 pro-rated	$350	$350
Jackson & Josephine	MAPD, MA-Only	$0	$0	$250
Klamath	MAPD, MA-Only	$100 pro-rated	$100	$150
Klamath	D-SNP	$725 pro-rated	$350	$350
Clackamas, Lane, Multnomah, Washington & Yamhill	MAPD, MA-Only	$100 pro-rated	$100	$250
Marion & Polk	MAPD, MA-Only, C-SNP	$0	$350	$250

Age-in initial = new-to-Medicare enrollment. Initial switcher = applicable plan-change enrollment. Renewal = eligible agent-level renewal business. All commissions are subject to the Producer Agreement and applicable eligibility requirements.

Application submission cutoff

Submitted before November7, 2026: Previously applicable commission rates will be honored for otherwise eligible applications, including applicable pro-rating.

Submitted November 7, 2026 or later: The revised rates in the table above apply.

Pro-rate reference

The following monthly amounts apply only where a pro-rated initial commission is payable. Douglas County D-SNP age-ins continue to receive $725 pro-rated. The tables do not change the $0 age-in rules for Douglas MAPD/MA-Only, Jackson, Josephine, Marion or Polk on applications submitted November 7 or later.

Effective month	$725 pro-rated	$350 pro-rated	$100 pro-rated
January	$725.00	$350.00	$100.00
February	$664.58	$320.83	$91.67
March	$604.17	$291.67	$83.33
April	$543.75	$262.50	$75.00
May	$483.33	$233.33	$66.67
June	$422.92	$204.17	$58.33
July	$362.50	$175.00	$50.00
August	$302.08	$145.83	$41.67
September	$241.67	$116.67	$33.33
October	$181.25	$87.50	$25.00
November	$120.83	$58.33	$16.67
December	$60.42	$29.17	$8.33

Renewals on 2027 enrollments with a $0 initial commission

A $0 initial commission does not, by itself, determine whether an enrollment will qualify for a renewal commission in 2028. Any 2028 renewal payment will depend on the applicable 2028 commission schedule, enrollment eligibility, and the Producer Agreement. No specific 2028 renewal rate is established by this 2027 schedule.

Agency-level commissions

No agency-level overrides or agency-level renewal commissions are payable on new or existing business outside Douglas County. Douglas County remains eligible for applicable agency-level overrides and renewals. Agency Leaders may view their personalized agency schedules in EvolveNXT.

Important notice

This November 7, 2026, revision supersedes previously communicated 2027 commission schedules, including the August and October versions, for applications subject to the revised rates. The submission-date transition described above remains applicable. All payments are subject to applicable CMS regulations, state and federal laws, and the Producer Agreement. ATRIO reserves the right to modify its commission schedule as necessary to comply with changes in law, regulation, CMS guidance or fair market value requirements. Revised schedules will become effective upon written notice to Agency.

Questions? Contact your Market Manager or Agent Desk.