



DICKERSON
INSURANCE SERVICES
AN ALERA GROUP COMPANY

Group Carriers and Products

Contact your local Dickerson sales representative for current carrier promotions and bonus programs.

	Group Size	Medical	Dental	Vision	1st Year Comm. Med	1st Year Comm. ANC
	1-100	✓	✓	✓	5% Flat	Dental: 9% Flat Standalone + 1% Medical, Vision: 7.5%
	1-100	✓	✓	✓	5% Flat	10% Flat
	All	✓			Varies	
	1-100	✓	✓	✓	5% Flat	10% Flat
	2-50 / 51+	✓			7% / 5%	
	25+	✓	✓	✓	5% Flat	Varies
	1-100, 101-300	✓	✓		5% Flat	5% Flat
	3+	✓	✓	✓	7% Flat	Dental: 10% Flat / 10% downgraded, Vision: Varies
	1-100, 100+	✓	✓	✓	SM. 7%, LG. 5%	Varies
	1+	✓	✓		7% Flat	10% Flat
	1-100	✓			5% Flat	
	1-100	✓			5% Flat	
	1-100	✓	✓		5% Flat	Varies

Looking for large group products, contact us at sales@dickerson-group.com.



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Ancillary Carriers and Products

Contact your local Dickerson sales representative for current carrier promotions and bonus programs.

	Group Size	Dental	Vision	Life	STD	LTD	Accident	CI	HOSP	1st Yr. Comm. Dental	1st Yr. Comm. Vision/ANC
Allstate	2+	✓	✓	✓	✓	✓	✓	✓	✓	Varies	Varies
beam	2+	✓	✓	✓	✓	✓	✓	✓	✓	10% Flat	Varies
ChoiceBuilder	2-199	✓	✓	✓						10% Flat	10% Flat
Colonial Life	3+	✓	✓	✓	✓	✓	✓	✓	✓	Varies	Varies
Cypress DENTAL	2-100	✓	✓	✓	✓	✓				5% Flat	Varies
DELTA DENTAL	2-100	✓								10% Flat / 8.25% Flat CC	
EQUITABLE	2+	✓	✓	✓	✓	✓	✓	✓	✓	Varies	Varies
Guardian	2+	✓	✓	✓	✓	✓	✓	✓	✓	Varies	HOSP 20% Flat
Humana	2-500	✓	✓	✓	✓	✓				10% Flat	First \$10,000: 10%
Lincoln Financial Group	2+	✓	✓	✓	✓	✓	✓	✓	✓	Varies	Varies
MetLife	2+ HMO	✓	✓	✓	✓	✓	✓	✓	✓	10% Flat	10% Downgraded
Mutual of Omaha	2+	✓		✓	✓	✓		✓	✓	10% Flat	10% Flat
PREMIER ACCESS	3+	✓	✓							10% Flat / 8.25% Flat CC	10% Flat
Principal	2+	✓	✓	✓	✓	✓	✓	✓	✓	10% Downgraded	10% Downgraded
reliance matrix A MEMBER OF THE TOKIO MARINE GROUP	2-19+	✓	✓	✓	✓	✓	✓	✓	✓	10% Flat	15% Flat
Sun Life	2+	✓	✓	✓	✓	✓	✓	✓	✓	Varies	Varies
unum	2+ HMO	✓	✓	✓	✓	✓	✓	✓	✓	10% Flat 2+ HMO, 5+ HMO	Varies
vsp	2+		✓								10% Flat

Looking for more ancillary products, contact us at sales@dickerson-group.com.



Individual/Family Carriers and Products

We contract with industry-leading medical carriers in the individual/family and senior markets.



For a full list of carriers, visit our website at www.dickerson-group.com/major-medical-individual.

NOTE: You must be certified with Covered CA and any other state exchanges before you get appointed.

Interested in Selling Individual and Family Plans?

We offer easy contracting in state or with multiple states. Co-op with our contracted carriers. To get contracted, visit our website at www.dickerson-group.com/individual-appointments.

Commissions and Bonuses

Contact our individual sales department for current carrier commissions and bonus programs, or visit our website at www.dickerson-group.com/individual-commissions.



Medical/Ancillary

We provide solutions for medical, dental, vision, life, worksite, disability and more!



Commission/Bonuses

We pay you full commissions and bonuses — No contracts needed.



Sales Support

Let's discuss your business and how we can help. We have the resources for you to succeed!



Appointments

The process is quick and easy. Once completed you will be appointed within a week.



Broker Portal

Gain access to marketing material, call scripts, training videos, and recorded webinars.



Training

Review our social media marketing tips to make your own content.

Need more information, contact us at individual@dickerson-group.com.