



# A summary of the commission statement

## Understanding your commission statement

We compiled some frequently-asked questions below to make reading your commission statement easier than ever, so you can get the most out of your partnership with Cigna Healthcare Supplemental Benefits (CSB).

### What is the individual and downline production?



#### **Personal Production –**

Commission earned on a policy an agent wrote themselves



#### **Downline Production –**

Commission earned on policies written by another agent

### What is first-year commission?

This is a commission earned on premiums paid in a policy's first year.

### What are renewal commissions?

Premiums received after a policy's first year are "renewal commissions" and are paid "as earned." Renewal commissions will be used to pay down any debt such as unsecured debt balances, interest, etc.

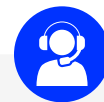
### What is a manual adjustment?



**99999999** – Manual adjustment for earnings transactions such as a manual payment or deduction.

### Where can I access my commission statements?

You can access your commission statements via the Compensation link on the left-hand navigation section of the [CignaforBrokers](#) dashboard.



### Want to learn more?

You can learn about commissions anytime, anywhere on [CignaforBrokers](#).

Reach out to our **Agent Resource Center (ARC)** with any questions or comments Monday through Friday, 8:00 AM to 5:30 PM CT, at **877.454.0923**, and get ready to earn more with CSB.