

# Georgia Categories of Achievement

You set the bar high for your business – then jump right over it. And still, you push yourself to be even better. That’s why you’re a Circle of Excellence (COE ) broker. The Circle of Excellence program exists simply to help you grow your business and grab new opportunities. No matter how you define success, we want to help you get there. You deserve it.



Program services available to you may vary depending on your level of achievement. Check out the chart below for a complete listing. Get the most from your relationship with Blue Cross and Blue Shield of Georgia by becoming a top producer!

<b>Elite</b>	<b>top tier</b>	Agency/producer must have 15,000 or more points.
<b>Champion</b>	<b>second tier</b>	Agency/producer must have 3,000 to 14,999 points.
<b>Advantage</b>	<b>intital tier</b>	Agency/producer who have less than 3,000 points.

Note: Circle Of Excellence levels are reviewed on an annual basis.

Offerings	Elite	Champion	Advantage
Online quoting 2-99 Groups	★	★	★
View and administer member information on Agent Services website	★	★	★
C.E. classes	★	★	★
Dedicated service team for your Local Group business	★	★	★
Monthly broker newsletter	★	★	★
Broker Road Shows	★	★	★
New Business Bonus	★	★	★
Regional meetings with local decision-makers	★	★	
Blue Cross and Blue Shield of Georgia logo usage	★	★	
Concierge phone line	★	★	
Net Growth Bonus Potential	★	★	
Specialty Line Net Growth Bonus	★	★	
Highest bonus potential	★		
Access to Local Group business underwriters	★		

This is intended to be a summary and is subject to change. Blue Cross and Blue Shield of Georgia reserves the right to interpret the terms and conditions of these programs including eligibility, calculation and payout, and may terminate this program at any time. Only a definitive agreement in writing by you and an authorized Blue Cross and Blue Shield of Georgia representative will be binding upon Blue Cross and Blue Shield of Georgia to have any liability thereafter.