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Aetna Senior Supplemental Insurance 2Q 2019 bonus programs

Qualification period

Application dates:

April 1 - 30, 2019
(payout by 5/15/19)

May 1 - 31, 2019
(payout by 6/15/19)

June 1 - 30, 2019
(payout by 7/15/19)

Effective dates:

April 1 - August 31, 2019

Qualifying product — Medicare Supplement

Submit qualifying underwritten applications and receive a **\$100 bonus**.

To receive a payout, you must submit a minimum of 4 signed applications (underwritten, guaranteed issue, open enrollment) within the same month and policies must be issued by July 15, 2019.

For example: Submit 2 qualifying underwritten Medicare Supplement applications and 2 open enrollment applications in April and receive \$200. Submit 4 qualifying underwritten Medicare Supplement applications in May and receive \$400.

Qualifying products (ancillary) —

- Dental, Vision and Hearing = **\$25 bonus**
- Cancer and Heart Attack or Stroke/Plus/Cancer (GA) = **\$25 bonus**
- Hospital Indemnity/Flex = **\$50 bonus**
- Recovery Care/Nursing Facility Care = **\$50 bonus**
- Home Care/Plus = **\$50 bonus**

Submit qualifying applications of qualifying products and receive an extra bonus per issued policy per calendar month.

For example: Submit 10 qualifying Dental, Vision and Hearing applications and receive \$250. Submit 10 qualifying Recovery Care applications and receive \$500.

Important bonus program details are on the next page.

The more qualifying applications submitted and policies issued, the more bonus dollars you can earn!

And, your production also counts towards qualification in our **San Francisco 2020** sales contest!



2Q 2019

Bonus program details Medicare Supplement and Ancillary

Qualifying states —

Medicare Supplement - AL, AR, AZ, CA, DE, FL, GA, IA, ID, IL, IN, KS, KY, LA, MD, MI, MO, MS, NC, ND, NE, NH, NJ, NM, NV, OH, OK, OR, PA, RI, SD, TX, UT, VA, VT, WY

Ancillary - All of the above states; and CO, CT, MN, MT, SC, TN, WI, WV

Application date on qualifying production must be between qualification timeframes. Qualifying production is limited to one active policy per insured. Policies must be issued on or before July 15, 2019 to qualify. Internal replacements* or exchanges do not count toward qualification. Business written on self or immediate family** members does not count toward qualifying production. Premiums under \$15 monthly EFT or \$180 annually do not count toward qualifying production. Qualifiers must maintain an 80% persistency on qualifying business. Policies must remain in force for 90 days to avoid a chargeback. Chargebacks reconciled by October 1, 2019.

Bonuses will be paid in the same method in which you receive your standard commissions. All federal, state, and local taxes associated with the receipt of cash are the sole responsibility of the recipient.

For additional information

Contact the Agent Services team at 800-264-4000

Bonus program details and **San Francisco 2020** sales contest details can also be found on **aetnaseniorproducts.com** (agent side/promotions)

Aetna has the exclusive right to change the program rules during the qualification period. The program is subject to all state compensation restrictions based on the issue state of the policy. Participation is based on meeting the required production levels; and the qualifier must be in compliance with all company and state marketing rules and regulations and be in good standing with Aetna and its legal entities at the time payment is made. Agents must be properly appointed and approved to sell in order to submit business.

*Internal replacement is defined as a replacement of a product from one Aetna underwriting company to another.

**"Immediate family" shall mean a child, spouse, mother, father, sister or brother of You or Your Spouse/Domestic Partner.

Medicare Supplement underwritten by:

Aetna Health and Life Insurance Company
Aetna Health Insurance Company
American Continental Insurance Company
Continental Life Insurance Company of
Brentwood, Tennessee

Ancillary products underwritten by:

Continental Life Insurance Company of
Brentwood, Tennessee



Aetna Senior Supplemental Insurance