



Hidden Oasis

2018 Senior Supplemental Sales Contest

Calling all A-listers

Experience Hollywood's playground, Palm Springs...Aetna-style!

Qualification period

January 1 – December 31, 2018

Destination

Palm Springs, California

Trip

Spring 2019

Qualifying products and requirements

Combination of any of these products:

Medicare Supplement = one for one on production

Final Expense = two for one on production

Complementary* = three for one on production

*Cancer and Heart Attack or Stroke; Home Care Plus; Hospital Indemnity/Flex; Recovery Care; Dental, Vision and Hearing

MGAs

\$ 5,000,000 production = 1 trip

\$10,000,000 production = 1 extra trip

\$15,000,000 production = 2 extra trips

Recruiting GAs

\$ 1,000,000 production = 1 trip

\$ 4,000,000 production = 1 extra trip

Agents

\$ 200,000 production = 1 trip

Underwritten bonus

(for agents only)

Submit \$80,000 or more in underwritten Medicare Supplement business and **earn an extra \$30,000 production credit towards qualification.**

E-App bonus

(for agents only)

Submit 60% or more of qualifying products via E-App and **earn an extra \$20,000 production credit towards qualification.**

President's cabinet

These contest qualifiers will earn an extra day's stay in Palm Springs:

Top 5 total production: MGAs, RGAs, Agents

Top 1 Final Expense: Agent

Top 3 Cancer and Heart Attack or Stroke: Agents

Top 3 complementary* products combined: Agents

*Does not include Final Expense and Cancer and Heart Attack or Stroke

Companions

Each qualifying winner/trip includes one companion (at least 21 years of age) to attend the trip at no additional charge.

Additional sales incentive details are on the back.

2018

Senior Supplemental Sales Contest

Sales contest details

Application date on qualifying production must be between January 1 and December 31, 2018. Qualifying production* is based on all new, issued annualized premium and each qualified policy must be issued on or before January 15, 2019 and be in force on or before February 1, 2019. Qualifying production is limited to one policy per individual for each product. Internal replacements** or exchanges do not count towards contest qualification. Qualifiers must maintain an 80% persistency on qualifying business. All policies issued in CT and ME are excluded. Medicare Supplement policies issued in MN are excluded.

Aetna has the right to change the program rules during the qualification period and 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 receiving a written invitation to attend the trip. Qualifiers must be in compliance with all company and state marketing rules and regulations and be in good standing with Aetna Inc. and its legal entities. Aetna will send a 1099 to qualifiers who attend in the amount of the trip's fair market value. All federal, state, and local taxes are the sole responsibility of the qualifier. The trip is non-transferable.

*Includes all products underwritten by American Continental Insurance Company and Continental Life Insurance Company of Brentwood, Tennessee; and Medicare Supplement plans underwritten by Aetna Health Insurance Company and Aetna Health and Life Insurance Company. Not all members of the Aetna family of companies' policies are available in all states.

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

For additional information

**Contact the Agent Services team at
800-264-4000, option 3, then option 1**

Track your progress



aetnaseniorproducts.com
(agent side/promotions)



Extra dough

2018 Med Supp Bonus Program

Medicare Supplement applications

Can EARN EXTRA CASH for you the entire year

Qualification period

January 1 – December 31, 2018

Qualifying product

Medicare Supplement –
underwritten and open enrollment

Qualifying states

AL, AR, AZ, FL, GA, IA, ID, IL, IN, KS, KY, LA,
MD, MI, MS, NC, NH, NJ, NV, OH, PA, SC, TN,
TX, UT, VA, WI*, WY

*Applications signed between February 5 – December 31, 2018

From these Aetna companies

- Aetna Health and Life Insurance Company (AHLIC)
- Aetna Health Insurance Company (AHIC)
- American Continental Insurance Company (ACI)
- Continental Life Insurance Company of Brentwood, Tennessee (CLI)

Earn extra cash

\$100 for each **underwritten**
policy issued

\$25 for each **open enrollment**
policy issued

The more applications submitted and policies issued, the bigger the payout. There's no limit to the amount of extra cash you can earn! And, for states with the household premium discount, if two policies are issued, it counts as two policies towards the sales incentive.

Payout details

To receive a payout, you must submit a minimum of **4 signed applications within the same month and policies must be issued**. Each month, January through December, is counted separately; and you may participate in any or all of those months.

Additional sales incentive details are on the back.

2018

Medicare Supplement Bonus Program

Sales incentive details

Signature date on qualifying production must be between January 1 and December 31, 2018. Effective date can be no later than March 1, 2019. Qualifying production is limited to one policy per insured. Guaranteed issue, internal replacements* or exchanges do not count toward qualification.

The payouts will be processed within 30 days following the end of the month that the policy is issued. A charge back will be assessed if the policy does not become effective. All federal, state, and local taxes associated with the receipt of this bonus are the sole responsibility of the recipient.

ACI, AHIC, AHLIC, and CLI have the exclusive right to change the program rules. 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 ACI, AHIC, AHLIC, or CLI Medicare Supplement in the specific states listed on this flyer in order to submit business.

*Internal replacement is defined as a replacement of a product from one Aetna underwriting company to another or a change in Medicare Supplement plan within the same Aetna underwriting company.

For additional information

**Contact the Agent Services team at
800-264-4000, option 3, then option 1**



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More dough

2018 Ancillary Bonus Program

Ancillary applications can earn EXTRA CASH for you

Cash details (per issued policy)

Product	Product only	Product with Med Supp	Total
Dental, Vision and Hearing	\$25	\$ 0	\$ 25
Cancer and Heart Attack or Stroke/Cancer (GA)	\$25	\$25	\$ 50
Hospital Indemnity Flex/Hospital Indemnity	\$25	\$25	\$ 50
Recovery Care/Nursing Facility Care	\$50	\$50	\$100
Home Care Plus/Home Care	\$50	\$50	\$100

Example: Submit 10 qualifying applications of Dental, Vision and Hearing and receive an additional \$250.

Submit 10 qualifying Recovery Care applications and receive an additional \$500.

Submit 10 qualifying Home Care Plus applications combined with a Medicare Supplement application and receive an additional \$1,000.

Qualification periods

May 1 – May 31, 2018

with effective dates no later than July 1 (payout by 7/15)

June 1 – June 30, 2018

with effective dates no later than August 1 (payout by 8/15)

July 1 – July 31, 2018

with effective dates no later than September 1 (payout by 9/15)

Payout details

Submit qualifying applications for the product(s) above and receive an extra bonus per issued policy. The more applications submitted and policies issued, the more extra dollars received. There's no limit to the amount of extra money you can earn!

Qualifying products

Cancer and Heart Attack or Stroke

Dental, Vision and Hearing

Home Care Plus/Home Care

Hospital Indemnity Flex/Hospital Indemnity

Recovery Care/Nursing Facility Care

Underwritten by

Aetna Health and Life Insurance Company (AHLIC)

Aetna Health Insurance Company (AHIC)

American Continental Insurance Company (ACI)

Continental Life Insurance Company of Brentwood, Tennessee (CLI)

Aetna Companies

Additional bonus program details are on the back.

2018

Bonus program details

Sales incentive details

Application date on qualifying production must be between qualification period(s) listed above. Policies must be issued on or before the effective date(s) above to qualify. Qualifying production is limited to one policy per individual for each product. Internal replacements* or exchanges do not count towards contest 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. Applications written on spouses/domestic partners living in the same household 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. All policies issued in CT and ME are excluded. Medicare Supplement policies issued in MN are excluded.

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. 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 with the legal entity they are submitting business on.

*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.

For additional information

Contact the Agent Services team at 800-264-4000, option 2, option 3, then option 1



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