

HOLIDAY HELPER

SALES INCENTIVE

Earn *extra cash* for the holidays with this sales incentive featuring our Final Expense whole life insurance product. Selling Final Expense can quickly turn into extra cash for you to use however you wish...like for your holiday shopping list or New Year's bills!

aetna®

Qualification Period:

December 2, 2013 – February 28, 2014

Qualifying Product:

Final Expense Whole Life Insurance

from American Continental Insurance Company (ACI)
Continental Life Insurance Company
of Brentwood, Tennessee (CLI)

Aetna Companies



Extra Cash Details:

Submit qualifying applications of ACI and CLI Final Expense and receive a bonus payout based on the number of issued applications. The more applications submitted and policies issued, the bigger the payout. There's no limit to the amount of extra cash you can earn!

Payout Scale:

6-12 qualifying applications	\$10 per app
13-18 qualifying applications	\$15 per app
19-24 qualifying applications	\$20 per app
25-30 qualifying applications	\$25 per app
31 + qualifying applications	\$30 per app

Bonus Prize!:

Once you reach 13 qualifying applications, each application enters you once into a drawing for a regional bonus prize of \$1,000.

To receive a payout, you must submit a minimum of 6 qualifying applications. Application bonus is limited to one active policy per insured. Applications must be worth \$360 in annualized premium to qualify.

More Details:

Applications must be received within the qualification period and result in issued and active policies with a minimum of a successful first month payment on or before March 14, 2014. The bonus payouts will be issued by check the week of March 24, 2014. All federal, state, and local taxes associated with the receipt of cash and/or prizes are the sole responsibility of the recipient.

ACI/CLI has the exclusive 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 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/CLI Final Expense in order to submit business.

Questions:

Contact the Agent Services Team at 800 264.4000.