

Sales Incentive

# April \$howers bring...

...more money for selling **Home Care Plus** and **Recovery Care** insurance plans. So you can grow more than just May flowers this spring!



## Qualification period:

**April 1 – May 31, 2017**

## Qualifying products:

**Home Care Plus**  
**Recovery Care**

*Underwritten by Continental Life Insurance Company of Brentwood, Tennessee (CLI), an Aetna Company*

## Easy Money Details:

Submit qualifying applications for the qualifying products and receive an **extra \$50 per issued policy**. The more applications submitted and policies issued, the more extra dollars received. There's no limit to the amount of extra (easy) money you can earn!

**Home Care Plus** – No minimum to the number of policies issued to qualify for \$50 per issued policy.

**Recovery Care** – Minimum of three policies issued to qualify for \$50 per issued policy.

## More details:

Application date on qualifying production must be between April 1 and May 31, 2017. Bonus is limited to one active policy per product per insured. Each qualified policy must be issued on or before June 30, 2017. Internal replacements\* or exchanges do not count toward qualification. Business written on self or immediate family members does not count toward qualification.

The cash payouts will be issued by check by May 31, 2017 (for policies effective in April 2017), by June 30, 2017 (for policies effective in May 2017), and by July 31, 2017 (for policies effective in June 2017). All federal, state, and local taxes associated with the receipt of cash are the sole responsibility of the recipient. CLI 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 CLI Recovery Care and Home Care Plus in order to submit business.

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

## Questions:

**Contact the Agent Services team at 800 264.4000, option 3, then 1.**

