

Spring Into Action

Sales Incentive

aetna[®]
Senior Supplemental
Insurance

What are you waiting for? Your Medicare Supplement applications could earn you **extra cash this spring. And, the (sunny!) sky's the limit to the amount of extra cash you can earn. *Spring into action now!***

Qualification period:
April 1 – June 30, 2017

Qualifying product:
Medicare Supplement Insurance

From these Aetna companies:

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

For these states:

AZ, GA, ID, IL, KS, KY, MI, MS, NC, NJ, OH, PA, TX

Extra cash details:

Submit qualifying applications of ACI, AHLIC, and CLI Medicare Supplement and receive a bonus payout of **\$200 per underwritten policy**, and **\$50 per 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!

To receive a payout, you must have a minimum of five qualifying policies issued per month, April through June. Bonus is limited to one active policy per insured. Remember, for states with the household premium discount, if two policies are issued, it counts as two policies towards the sales incentive.

More details:

Application date on qualifying production must be between April 1 and June 30, 2017. Qualifying production is based on all new, issued annualized premium and each qualified policy must be effective within 30 days of the month it is sold in. Qualifying production is limited to one policy per insured. Guaranteed issue, internal replacements* or exchanges do not count toward qualification. Qualifiers must maintain an 80% persistency on qualifying business.

The cash payouts will be issued by check within 30 days following the end of the month of the effective date of the policy. All federal, state, and local taxes associated with the receipt of cash are the sole responsibility of the recipient.

ACI, AHLIC, and CLI have 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 ACI, 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.

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

