

# Your reward, your way

♥aetna®

## Senior Supplemental Insurance Rewards 2021

### Your rewards are all new. New experiences & new destinations.

This year, you can choose to travel or receive your reward payout. If you travel, you'll get a voucher to redeem for a vacation wherever you like. There are no travel restrictions, and you can upgrade or add to a chosen trip, all using a special concierge service for booking. It's your reward, your way.

#### Qualifying period: January 1 – December 31, 2021

Qualifying products and requirements are a 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 (includes Cancer and Heart Attack or Stroke, Home Care Plus, Hospital Indemnity/Flex and Recovery Care.)

#### National Marketing Organization (NMO):

	Sales threshold	Reward value
Tier 1	\$6 million	\$4,000
Tier 2	\$12 million	\$9,000
Tier 3	\$18 million	\$14,000
Tier 4	\$22 million	\$20,000
Tier 5	\$26 million	\$27,000
Tier 6	\$30 million	\$35,000

Rewards capped at \$30 million in sales.

#### Independent Marketing Organization (IMO):

	Sales threshold	Reward value
Tier 1	\$3 million	\$4,000
Tier 2	\$6 million	\$8,000
Tier 3	\$10 million	\$12,000
Tier 4 ...	\$14 million ...	\$16,000 ...

Rewards increase by \$4,000 with every \$4 million in sales, capped at \$34 million in sales.

#### Managing General Agency (MGA):

	Sales threshold	Reward value
Tier 1	\$1.5 million	\$4,000
Tier 2	\$3 million	\$8,000
Tier 3	\$5 million	\$12,000
Tier 4	\$7 million	\$16,000
Tier 5	\$9 million	\$20,000

Rewards capped at \$9 million in sales.

#### Regional General Agency (RGA):

	Sales threshold	Reward value
Tier 1	\$1 million	\$4,000
Tier 2	\$2 million	\$8,000
Tier 3	\$4 million	\$12,000
Tier 4	\$6 million	\$16,000
Tier 5	\$8 million	\$20,000

Rewards capped at \$8 million in sales.

#### Agent Elite Producer:

	Sales threshold	Reward value
Tier 1	\$225,000	\$4,000
Tier 2	\$275,000	\$5,000
Tier 3	\$375,000	\$6,000
Tier 4	\$475,000	\$7,000
Tier 5	\$575,000	\$8,000
Tier 6	\$675,000	\$9,000
Tier 7	\$775,000	\$10,000

Rewards capped at \$775,000 in sales.

#### NEW for 2021!

Even more "all new" this year ... we've got a whole new category for agents just under the threshold of Agent Elite Producer. If you've hit one of these milestones, you're in for some surprising & delightful rewards! You'll receive the reward for the tier you reach at the end of the year.

#### Agent rewards:

	Sales threshold	Reward from
Tier 1	\$190,000	YETI®
Tier 2	\$200,000	Beats by Dr. Dre®
Tier 3	\$215,000	Apple®

Milestone rewards will be shipped from respective product sites.

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Application date on qualifying production must be between January 1 and December 31, 2021. Qualifying production\* is based on all new, issued annualized premium, and each qualified policy must be issued on or before January 15, 2022, and be in force on or before February 1, 2022. Qualifying production is limited to one policy per individual for each product. Internal replacements\*\* or exchanges do not count toward contest qualification. Qualifiers must maintain an 80% persistency on qualifying business. Business written on self or immediate family\*\*\* members does not count toward qualifying production. Qualifying states: Medicare Supplement — AL, AZ, CA, FL, GA, IA, ID, IL, IN, KY, LA, MD, MI, MO, MS, NC, ND, NE, NH, NJ, NM, NV, OH, OK, OR, PA, RI, SD, TX, UT, VA, WY and Ancillary — all of the aforementioned states; and AR, CO, CT, DE, KS, ME, MN, MT, SC, TN, VT, WI, WA, WV.

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 Tiers and receiving a communication about your qualification. 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 for the tiered amount they qualify for. All federal, state and local taxes are the sole responsibility of the qualifier.



For additional information,  
Contact the Agent Services team  
at 1-866-272-6630 (TTY: 711).



Track your progress at  
[AetnaSeniorProducts.com](https://AetnaSeniorProducts.com)  
(agent side/promotions).

\*Includes all products underwritten by Accendo Insurance Company, part of the CVS Health® family of companies and Aetna affiliate; 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; Ancillary/life products underwritten by: Continental Life Insurance Company of Brentwood, Tennessee. Not all products and policies are available in all states.

\*\*Internal replacement is defined as a replacement of a product from one Aetna/Accendo entity/affiliate to another.

\*\*\*"Immediate family" shall mean a child, spouse, mother, father, sister or brother of you or your spouse/domestic partner.

**Aetna is the brand name used for products and services provided by one or more of the Aetna group of subsidiary companies, including Aetna Life Insurance Company and its affiliates (Aetna).**

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**[AetnaSeniorProducts.com](https://AetnaSeniorProducts.com)**





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See *Qualifications Flyer* for more details.

	TIER 1		TIER 2		TIER 3		TIER 4		TIER 5		TIER 6	
	Production	Reward	Production	Reward	Production	Reward	Production	Reward	Production	Reward	Production	Reward
<b>NMO</b>	\$6M	\$4K	\$12M	\$9K	\$18M	\$14K	\$22M	\$20K	\$26M	\$27K	\$30M	\$35K
<b>IMO</b>	\$3M	\$4K	\$6M	\$8K	\$10M	\$12K	\$14M	\$16K	\$18M	\$20K	\$22M	\$24K
<b>MGA</b>	\$1.5M	\$4K	\$3M	\$8K	\$5M	\$12K	\$7M	\$16K	\$9M	\$20K		
<b>RGA</b>	\$1M	\$4K	\$2M	\$8K	\$4M	\$12K	\$6M	\$16K	\$8M	\$20K		
<b>ELITE AGENT</b>	\$225K	\$4K	\$275K	\$5K	\$375K	\$6K	\$475K	\$7K	\$575M	\$8K	\$675K	\$9K
<b>AGENT</b>	\$190K	*	\$200K	**	\$215K	***						

	TIER 7		TIER 8		TIER 9	
	Production	Reward	Production	Reward	Production	Reward
<b>IMO</b>	\$26M	\$28K	\$30M	\$32K	\$34M	\$36K
<b>ELITE AGENT</b>	\$775K	\$10K				

## NEW! AGENT REWARDS FROM:

*	YETI®
**	Beats by Dr. Dre®
***	Apple®