

## Medicare Supplement Rate Adjustment



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Senior Supplemental  
Insurance

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### Medicare Supplement Rate Adjustment in MD

**Continental Life Insurance Company of Brentwood, Tennessee (CLI)** has received approval for a rate adjustment on Medicare Supplement policies *currently* available in **Maryland**.

#### What You Need to Know:

- The following rates increase have been approved for all currently marketed (open block) plans, effective **June 1, 2014**:
  - **5%** rate increase on Plans A, B, F, and high deductible F.
  - **3%** rate increase on Plans G and N.
- CLI Medicare Supplement plans offer a 12-month rate guarantee.
- For **existing policyholders**, the rate increase will become effective on the policyholder's next *Policy Anniversary Date* that occurs on or after **June 1, 2014**.
  - To view information about a policyholder's adjusted premium, go to the **Dashboard** on the agent side of [aetnaseniorproducts.com](http://aetnaseniorproducts.com), **All Business Reports** (on left), then **Policy Search**.

#### New Business Guidelines

The date the applicant signed the application (the **application signature date**) and the policy effective date determine which rates will apply. Refer to the tables below to see how the **NEW** guidelines will apply to your new business:

If Application Signature Date is...	And the Policy Effective Date* is...	Rate to Apply	Use Rates in OOC...
Before May 1, 2014	Any effective date	Old rates	CLIMS01086MD 06012013
On or after May 1, 2014	Before June 1, 2014	Old rates	CLIMS01086MD 06012013
On or after May 1, 2014	On or after June 1, 2014	New rates	CLIMS01086MD 06012014

\*Policy Effective Date cannot be the 29th, 30th or 31st of a month.

**IMPORTANT:** Insert the revised OOC into any existing supply of Maryland CLI Medicare Supplement sales kits.

**Aetna Senior  
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[aetnaseniorproducts.com](http://aetnaseniorproducts.com)  
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Aetna Health and Life Insurance Company (AHLIC)  
Aetna Life Insurance Company (ALIC)  
American Continental Insurance Company (ACI)  
Continental Life Insurance Company  
of Brentwood, Tennessee (CLI)

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