

Medicare Supplement



aetna[®]
Senior Supplemental
Insurance

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NEW AHLIC Medicare Supplement Coming Soon to North Carolina

Effective **October 20, 2014**, Aetna Health and Life Insurance Company (AHLIC) will offer Medicare Supplement plans in **North Carolina**. The new AHLIC Medicare Supplement plans will offer:

- A **7% household discount**
- **Attractive rates**
- **Competitive commissions**
- Counts toward qualification for our **2015 Leapfrog to Costa Rica**

What Agents Need to Know Before They Sell:

- AHLIC will begin accepting applications in NC beginning **October 20, 2014** for policies with an effective date on or after **November 1, 2014**. Home office approval is required before an agent can sell the new AHLIC plans in North Carolina.
- A new AHLIC Medicare Supplement application will NOT be processed and will be returned to the agent if:
 - The application signature date is prior to the launch date (**October 20, 2014**), and/or
 - The agent had not FIRST obtained (in writing) from the home office **approval to sell** the new AHLIC product in NC.
 - The application requires a policy effective date prior to November 1, 2014.
- Existing ACI/CLI agents who satisfy the Company's pre-appointment criteria were notified (by email) if they were pre-approved to sell the new product.
- All other existing ACI/CLI agents who require an AHLIC appointment in NC should contact their Marketing General Agent, General Agent, or Agent Services for the steps necessary to sell.
- New NC AHLIC sales materials will be available for ordering (online) beginning **October 20, 2014**.
 - Receipt of sales materials is NOT an indication the agent is approved to sell the new product.

Aetna Senior Supplemental Insurance

aetnaseniorproducts.com
800 264.4000, option 3,1 (Sales)

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)

Aetna Companies