



Senior Supplemental
Insurance

eBulletin

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Promotions

Giving Thanks sales incentive

You can earn **EXTRA CASH** for the New Year with this Medicare Supplement sales incentive. Each new ACI/AHLIC/CLI individual Medicare Supplement application received between **November 22 - December 31, 2016** that results in an issued policy (with initial premium applied) on or before January 15, 2017 will count toward qualification in earning extra cash.

The more you write, the more cash you earn. A minimum of 10 issued policies are needed to qualify. You can **earn \$50 per application** and if more than 50% of your qualifying applications are underwritten, you'll receive an **additional \$10 per application**. There is no limit to the amount of extra cash you can earn. For complete program rules, click the image to the right.



GIVING Thanks SALES INCENTIVE

Aetna gives thanks to you for all you do...
Now earn **extra cash** for the New Year with this Medicare Supplement sales incentive.

From these Aetna companies:
Aetna Health and Life Insurance Company (AHLIC)
American Continental Insurance Company (ACI)
Continental Life Insurance Company of Brunswick, Tennessee (CLI)

Qualification Period:
November 22 – December 31, 2016

Qualifying Products:
Individual Medicare Supplement Insurance

Extra Cash Details:
Submit qualifying applications of ACI, AHLIC, and CLI Medicare Supplement and receive a bonus payout per issued policy. The more applications submitted and policies issued, the bigger the payout. There's no limit to the amount of extra cash you can earn, plus the more underwritten applications, the more extra cash!

To receive a payout, you must have a minimum of 10 policies issued. Bonus is limited to one active policy per insured. For states with the household premium discount, if two policies are issued, it counts as two policies towards the sales incentive.

Application Bonus
10+ qualifying applications = \$50 per app

PLUS – Underwriting Mix Bonus
50%+ underwritten apps = \$10 extra per app

More Details:
Application date on qualifying production must be between November 22 and December 31, 2016. Qualifying production is based on all new, issued annualized premium and each qualified policy must be issued on or before January 15, 2017 as well as have an effective date between November 22, 2016 and February 1, 2017. Qualifying production is limited to one policy per insured. Internal replacements* or exchanges do not count toward qualification. Qualifiers must maintain an 80% persistency on qualifying business. All Medicare Supplement policies issued in CT, ME, and MN are excluded due to state compensation restrictions.

The cash payouts will be issued by check or placed with commissions as an account credit the week of February 27, 2017. 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 and is subject to all state compensation restrictions 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 payments are made. Agents must be properly appointed and approved to sell ACI, AHLIC, or CLI Medicare Supplement in order to submit business.

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

Questions:
Contact the Agent Services team at 800.264.4000, option 3, then 1.

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Operations

Customer Service available Saturday, December 3

To help serve our agents and policyholders even better during this busy time of year, our Customer Service team (**800 264.4000**) will have extended hours again this week. In addition to normal business hours, they will be available to take calls related to **Contracting, New Business, Underwriting, and Policyholder Services** on **Saturday, December 3** from **9 a.m. - 3 p.m. CT**.

And don't forget that you manage your book of business at any time on the agent side of **aetnaseniorproducts.com**. Just go to **My Business** to get started.

Provider network update

Starting December 12, we will be sending select members a letter about a new provider opportunity available in their area. [Click here](#) to view a sample of this letter.

The Accountable Alliance, Inc. dba USA Senior Care Network is a nationwide provider network that has contracted

with specific hospitals to waive all or part of a patient's Medicare Part A deductible if admitted to a network hospital. Policyholders within the network hospital area now have the opportunity to choose a network hospital, which helps us keep future premium rates as low as possible.

Members can continue to go to the hospital of their choice without any changes to their coverage. This is just another option that we are offering when seeking providers (including doctors and hospitals) for their health care needs. They are not required to use this option and we will continue to pay all eligible benefits under their policy.

If a member would like to consider and possibly use this new option, they can go to the member secure side of aetnaseniorproducts.com and click the link to the **USA Senior Care Network** website to find out what hospitals in their area participate in this program.

Upcoming Events

Webinars

Date/Time	Webinar topic	Registration
December 1 at 10 a.m. CT	Prescription Drug Plan (PDP) referral program	Register



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)

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