

End the year on a high note

Aetna Senior Supplemental Insurance Bonus Programs – Med Supp and Ancillary

We've increased the underwritten Med Supp eApp bonus to \$200 and added the new Dental, Vision and Hearing Plus product.

The more qualifying applications submitted and policies issued, the more bonus you earn!

Qualification periods

Application dates:	Effective dates:	Issued by:	Payout by:
November 1 – 30, 2021	November 1, 2021 – January 1, 2022	December 15, 2021	December 31, 2021
December 1, 2021 – January 1, 2022	December 1, 2021 – January 1, 2022	February 15, 2022	February 28, 2022

Qualifying product — Medicare Supplement

Submit qualifying applications and receive the following bonuses:

	<u>Electronic apps</u>	<u>Paper apps</u>
Underwritten	\$200 each*	\$25 each*
Open Enrollment	\$25 each	\$10 each

To receive a payout, you must submit a minimum of 5 signed applications monthly (underwritten, guaranteed issue or open enrollment) and policies must be issued by dates indicated above.

* In SC both UW and OE will pay at \$50.

Also includes new Medicare Supplement from Accendo Insurance Company part of the CVS Health® family of companies and Aetna affiliate

Qualifying products (ancillary/life) —

- **New Dental, Vision and Hearing Plus**
- **Dental, Vision and Hearing**
- **Cancer and Heart Attack or Stroke/Plus**
- **Hospital Indemnity/Flex**
- **Recovery Care/Nursing Facility Care**
- **Home Care/Plus**
- **Protection Series Final Expense**

Submit qualifying applications of any of the qualifying ancillary/life products and receive a **\$25 bonus** per application (electronic and paper).

Submit a qualifying Medicare Supplement application with a qualifying ancillary product from above** and receive an additional **\$25 bonus** per application (electronic and paper).

**Final Expense products are excluded from additional \$25 bonus.

Important bonus program details are on the next page.

Bonus program details – Med Supp and Ancillary

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, SC¹, SD, TX, UT, VA, WY

Ancillary - All of the above states; and AR, CO, CT, DE, KS, ME, MN, MT, SC, TN, VT, WI, WA, WV

Application date on qualifying production must be between qualification dates on prior page. Qualifying Medicare Supplement production is limited to one active policy per insured. Policies must be issued on or before dates on prior page to qualify. Internal replacements² or exchanges do not count toward qualification. Business written on self or immediate family³ members does not count toward qualifying production. Premiums under \$15 monthly EFT or \$180 annually do not count toward qualifying production. Minimum production and payout will be calculated based upon percentage of commission earned for each policy⁴. Qualifiers must maintain an 80% persistency on qualifying business. Policies must remain in force for 90 days to avoid a chargeback. Chargebacks reconciled by December 31, 2021.

Bonuses will be paid in the same method in which you receive your standard commissions. All federal, state, and local taxes associated with the receipt of cash are the sole responsibility of the recipient. Aetna has 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 in order to submit

business. All discrepancies must be brought to Aetna's attention within three (3) months of ending effective date indicated above. Nothing herein is to be interpreted as a desire not to receive applications for Medicare Supplement policies from consumers desiring coverage without underwriting.

¹ In SC both UW and OE will pay at \$50.

² Internal replacement is defined as a replacement of a product from one Aetna/Accendo entity/affiliate to another.

³ "Immediate family" shall mean a child, spouse, mother, father, sister or brother of You or Your Spouse/Domestic Partner.

⁴ Examples of "Percentage of commission earned":

Medicare Supplement: 10 qualifying policies with 50% agent split (commission earned) equates to 5 policies credited towards incentive.

Ancillary/life: 5 qualifying policies with 50% agent split (commission earned) equates to 2.5 policies credited towards incentive.

Medicare Supplement underwritten by:

Accendo Insurance Company

Part of the CVS Health® family of companies and Aetna affiliate

Aetna Health and Life Insurance Company

Aetna Health Insurance Company

American Continental Insurance Company

Continental Life Insurance Company
of Brentwood, Tennessee

Ancillary/life products underwritten by:

Continental Life Insurance Company
of Brentwood, Tennessee

NOTE: Accendo Final Expense does not qualify for this bonus program.

For additional information

Contact the Agent Services team at 866-272-6630

Aetna Senior Supplemental Insurance