



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

## Open new doors in 2024

### QUALIFYING PRODUCTS

#### Medicare Supplement

Submit qualifying applications and receive the following bonuses:

##### Electronic applications\*

Underwritten ..... **\$100 each**

Open Enrollment ..... **\$25 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 below.

\*In SC both Underwritten and Open Enrollment will pay at \$50.

#### Ancillary/life

Submit qualifying applications of any of the qualifying ancillary/life products and receive the following bonus:

**\$50 bonus** per electronic application

Submit a qualifying Medicare Supplement application with a qualifying ancillary product from below\* and receive an **additional \$50 bonus per application.**

\*Final Expense products are excluded from additional \$50 bonus.

- 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 Recovery Care
- Home Care/Plus
- Protection Series Final Expense

Policies must be issued by dates indicated below, with \$180 minimum annual premium.

Important bonus program details are on the next page

### QUALIFICATION PERIODS

Application dates	Effective dates	Issued by	Payout by
January 1 – 31, 2024	January 1, 2024 – March 31, 2024	February 15, 2024	March 1, 2024
February 1 – 29, 2024	February 1, 2024 – March 31, 2024	March 15, 2024	April 1, 2024
March 1 – 31, 2024	March 1, 2024 – March 31, 2024	April 15, 2024	May 1, 2024

# Bonus program details

## Medicare Supplement and Ancillary products

Q1  
2024

### Qualifying states

#### Medicare Supplement

AK, AL, AR, AZ, CA, DC, FL, GA, IA, ID, IL, IN, KS, KY, LA, MD, MI, MO, MS, NC, ND, NE, NH, NJ, NM, NV, OH, OK, OR, PA, RI, SC<sup>1</sup>, SD, TX, UT, VA, WY

#### Ancillary

All of the above states; and CO, CT, DE, ME, MN, MT, TN, VT, WI, WA, WV

### Program details

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 replacements\* or exchanges do not count toward qualification. Business written on self or immediate family\*\* 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 policy\*\*\*. Qualifiers must maintain an 80% persistency on qualifying business. Policies must remain in force for 90 days to avoid a chargeback. Chargebacks reconciled by June 30, 2024.

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.

\*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.

\*\*\* 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.

<sup>1</sup> In SC both Underwritten and Open Enrollment will pay at \$50.

### Medicare Supplement underwritten by:

- 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

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