



# UNLOCK THE MAGIC OF THE GOLDEN CITY

You're invited to join us in San Francisco.

## **Trip**

April 20 – 24, 2020  
(President's Cabinet will arrive a day earlier.)

## **Qualification period**

January 1 – December 31, 2019

## **Qualifying products and requirements**

Combination of any of these products:

- Medicare Supplement = one-for-one on production
- Final Expense = two-for-one on production
- Complementary = three-for-one on production  
(Includes Cancer and Heart Attack or Stroke, Home Care Plus, Hospital Indemnity/Flex and Recovery Care.)

## **National Marketing Organization (NMO)**

- \$6,000,000 – 1 trip
- \$12,000,000 – 1 extra trip
- \$18,000,000 – 2 extra trips

## **Independent Marketing Organization (IMO)**

- \$3,000,000 – 1 trip
- \$6,000,000 – 1 extra trip

## **Managing General Agency (MGA)**

- \$1,500,000 – 1 trip
- \$3,000,000 – 1 extra trip

## **Regional General Agency (RGA)**

- \$1,000,000 – 1 trip
- \$2,000,000 – 1 extra trip

## **General (GA)**

- \$175,000 – 1 trip

## **President's Cabinet**

These contest qualifiers will earn an extra day's stay in San Francisco:

- Top 5 Medicare Supplement Agents
- Top 5 Total Production: NMOs
- Top 3 Total Production: IMOs
- Top 3 Total Production: MGAs
- Top 3 Total Production: RGAs
- Top 5 Complementary products combined

## **Companions**

Each qualifying winner/trip includes one companion (at least 21 years of age) who can attend the trip at no additional charge.

*Additional sales incentive details are on the back.*

# 2020

## SENIOR SUPPLEMENTAL INSURANCE CONVENTION DETAILS

Application date on qualifying production must be between January 1 and December 31, 2019. Qualifying production\* is based on all new, issued annualized premium, and each qualified policy must be issued on or before January 15, 2020, and be in force on or before February 1, 2020. Qualifying production is limited to one policy per individual for each product. Internal replacements\*\* or exchanges do not count toward contest qualification. Qualifiers must maintain an 80 percent persistency on qualifying business. All policies issued in CT and ME are excluded. Medicare Supplement policies issued in MN are excluded.

Aetna has the right to change the program rules during the qualification period and 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 receiving a written invitation to attend the trip. Qualifiers must be in compliance with all company and state marketing rules and regulations and be in good standing with Aetna Inc. and its legal entities. Aetna will send a 1099 to qualifiers who attend in the amount of the trip's fair market value. All federal, state and local taxes are the sole responsibility of the qualifier.

**The trip is nontransferable.**

\* Includes all products underwritten by American Continental Insurance Company and Continental Life Insurance Company of Brentwood, Tennessee; and Medicare Supplement plans underwritten by Aetna Health Insurance Company and Aetna Health and Life Insurance Company. Not all members of the Aetna® family of companies' policies are available in all states.

\*\* Internal replacement is defined as a replacement of one product with another product where both products are offered by an Aetna underwriting company.

**Aetna is the brand name used for products and services provided by one or more of the Aetna group of subsidiary companies, including Aetna Life Insurance Company and its affiliates (Aetna).**

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**For additional information**  
Contact the Agent Services team at  
**1-800-264-4000.**



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