

A man with a grey beard and glasses is smiling and holding a blue mug. He is wearing a blue polo shirt. The background is a blurred indoor setting with a green wall and a blue chair.

Protection SeriesSM Dental, Vision and Hearing Plus

**Aetna Senior Supplemental
Insurance**

July 2021



Aetna policy statement

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Agenda

About Aetna Senior Supplemental Insurance

Needs analysis: What to ask your clients

Dental, Vision and Hearing Plus benefits

Easy to use online tools

We're here to help

About Aetna Senior Supplemental Insurance





Nashville, TN area

35+ years
in senior market

400+ associates

100k+ licensed agents

Top financial ratings

Rated “A” Excellent by A.M. Best Company*

Aetna Senior Supplemental Insurance includes:

- Aetna Health and Life Insurance Company (AHLIC)
- Aetna Health Insurance Company (AHIC)
- American Continental Insurance Company (ACI)
- Continental Life Insurance Company of Brentwood, Tennessee (CLI)

*“A” is the third highest rating out of sixteen possible ratings by A.M. Best Company (as of December 17, 2020).
Founded in 1899, A.M. Best Company is the world’s oldest and most authoritative insurance rating and information source.

NEW: Medicare Supplement and Final Expense whole life insurance underwritten by Accendo Insurance Company (ACC), part of the CVS Health® family of companies and Aetna affiliate

A photograph of three men sitting on a rooftop patio, engaged in conversation. The man on the left is wearing a light-colored sweater, the man in the middle has a long white beard and glasses, and the man on the right is wearing a plaid shirt. They are sitting on wicker chairs around a table with drinks. The background shows a modern building with a fire escape. The entire image is overlaid with a semi-transparent purple filter.

Needs analysis: What to ask your clients



**Are you covered for
unexpected
dental, vision or
hearing issues?**

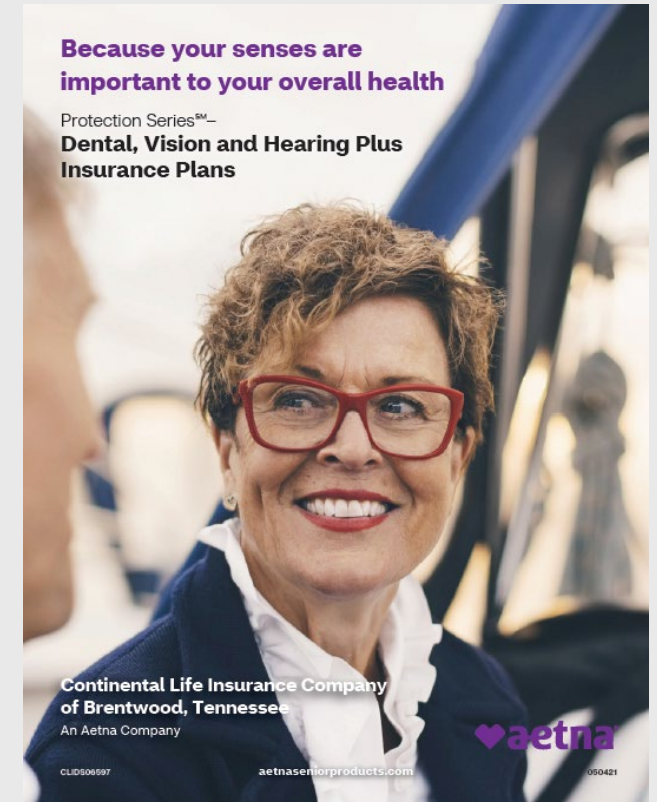


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Protection SeriesSM
Dental, Vision and Hearing Plus
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Dental, Vision and Hearing Plus

- Coverage for individuals, couples and families (ages 18-89)
 - Eldest applicant must be policy's primary insured
- Guaranteed acceptance – no health questions
- No waiting periods for Preventive, Basic and Major dental services (Class A, B, C)
- Choose \$1,000, \$1,500, \$2,000, \$2,500, or \$3,000 maximum benefit per person per policy year
- \$100 plan deductible per person per policy year (not applicable to Preventive dental services)
- Freedom to choose any provider

*This is a brief description of the Dental, Vision and Hearing insurance plans. Review the policy and state-specific outline of coverage for variations and complete details. Underwritten by Continental Life Insurance Company of Brentwood, Tennessee.



Dental coverage



Preventive services (Class A)

- Deductible does not apply
 - No waiting period
 - Covered at 100% when visiting a network provider
 - Cleanings / exams (twice per year)
 - Diagnostic exams and x-rays



Basic services (Class B)

- After deductible is applied:
 - No waiting period
 - Plan pays: 1st year: 65%, years 2+: 80%
 - Basic oral surgery/restorative services
 - Periodontal services
 - Fillings, extractions, non-surgical services



Major services (Class C)

- After deductible is applied:
 - No waiting period
 - Plan pays: 1st year: 20%, years 2+: 50%
 - Non-surgical extractions
 - Endodontics, including root canals
 - Periodontal surgery
 - Fillings/bridges/crowns/dentures
 - Implants: \$1500 lifetime max

*This is a brief description of the Dental, Vision and Hearing Plus insurance plans. Review the policy and state-specific outline of coverage for variations and complete details. Underwritten by Continental Life Insurance Company of Brentwood, Tennessee.



Orthodontics

After deductible:

- 12 month waiting period
- Plan pays: years 2+: 50%
- \$1,500 lifetime max
- Clear aligners (\$750 lifetime max)

Vision coverage

Covered after 6 months

After deductible

- Plan pays 65% (year 1), 80% (years 2+)
- Pays up to \$200 during any two policy years
- Eye exams
- Eyeglasses
- Contact lenses

*This is a brief description of the Dental, Vision and Hearing insurance plans. Review the policy and state-specific outline of coverage for variations and complete details. Underwritten by Continental Life Insurance Company of Brentwood, Tennessee.



Hearing coverage

Covered after 12 months

After deductible

- Plan pays 80% (years 2+)
- Pays up to \$500 during any one policy year
- Hearing exams
- Hearing aids

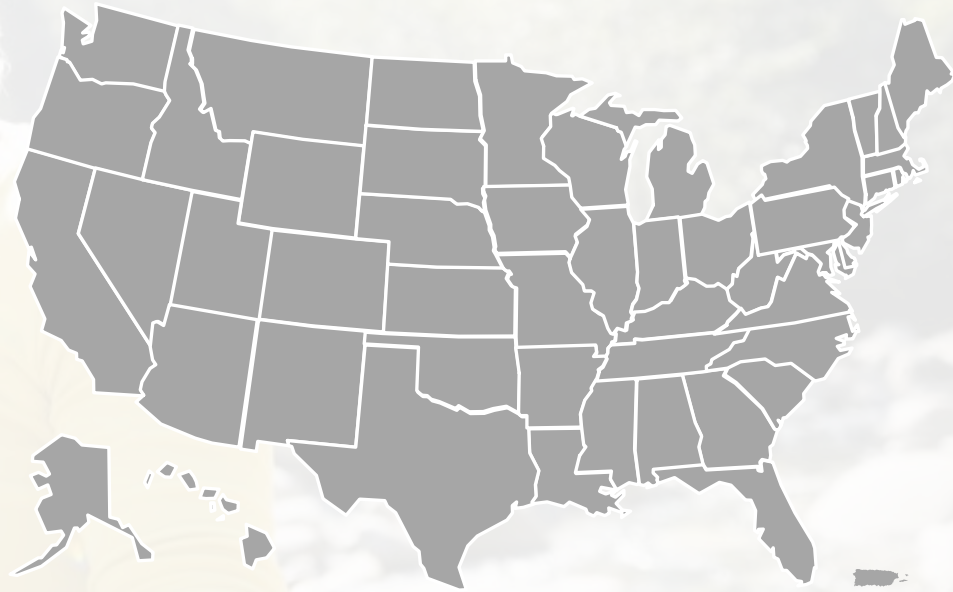
*This is a brief description of the Dental, Vision and Hearing insurance plans. Review the policy and state-specific outline of coverage for variations and complete details. Underwritten by Continental Life Insurance Company of Brentwood, Tennessee.





[View plans in your state](#)

Refer to outline of coverage for details





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Easy to use online tools
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Quotes on the go

- Free mobile app
- Quick quotes in the palm of your hand
- Quote multiple products at one time

Mobile app: Quotes on the go



Quotes-on-the-go

Business

★★★★★ 2

OPEN

9:41 AM

aetna
Aetna Senior Supplemental Insurance Rate Quote

Applicant - A

Zipcode State

Date of birth Or Age

Select Gender Effective date

M F 08/01/2019

Applicant A First Name (Optional)

Rates are subject to change.
Quotes are for agent use only.
Don't forget: Submit electronic applications for all products with one tool, Aetna Quote & Enroll, on aetnaseniorproducts.com (agent side).

START QUOTE

9:41 AM

Products

To get started, select the product(s) you want to quote. There, you'll provide additional information needed and select "Quote" to update the price. You can then select "Add to Cart" to show the total price for all products you've selected.

MONTHLY QUARTERLY SEMI-ANNUAL ANNUAL

Total Premium **\$0.00**

Medicare Supplement **\$0.00**
Aetna Health and Life Insurance Company

Dental, Vision and Hearing **\$0.00**
Continental Life Insurance Company of Brentwood, Tennessee

Aetna Quote & Enroll

- Easy online tool for electronic applications
- Apply for multiple products at one time
- Automated underwriting with most decisions within minutes
- Simple security question signature option

[AetnaSeniorProducts.com](https://www.aetna.com/seniorproducts)



Compliance guidelines

- Customer information must be protected and secured at all times, including:
 - Demographic, bank and health information
 - Coverage type, policy and claims information
- All business electronics and mobile devices must be encrypted
 - Do not download or store customer data unless absolutely necessary
 - Secure these devices when not in use
- Any loss of data / lost laptops / stolen devices must be reported to Aetna Compliance
 - Notify Aetna's 24hr hotline ASAP at **800-682-3213**
- Vendors and support staff must also comply with privacy laws.
 - Only obtain/provide the minimal amount of customer data needed to transact business



Sales incentives

[View current promotions here](#)

Incentives vary by product and state



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Here to help
—

It's easy to reach us



Email

AetSSlinformation@aetna.com



Website | Live chat

[AetnaSeniorProducts.com](https://www.aetna.com)



Phone

866-272-6630

Meet our regional sales management team

WEST		SOUTH		MIDWEST		EAST	
							
Tony Clark Regional Vice President		Kevin Moore Regional Vice President		George Pelekanos Regional Vice President		Jeff Nasser Regional Vice President	
							
Dan Memory Regional Sales Manager	Tonya Addison Regional Sales Specialist	Justine Sawyers Regional Sales Manager	Suzanne Guillebeau Regional Sales Specialist	Rose Faulkner Regional Sales Specialist	Paul Ericson Regional Sales Manager	Colleen Trayser Regional Sales Specialist	

Contact our regional sales management team

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Thank
you

