

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 \$125 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:

October 1 – 31, 2021
November 1 – 30, 2021
December 1, 2021 – January 1, 2022

Effective dates:

October 1, 2021 – January 1, 2022
November 1, 2021 – January 1, 2022
December 1, 2021 – January 1, 2022

Issued by:

November 15, 2021
December 15, 2021
February 15, 2022

Payout by:

November 30, 2021
December 31, 2021
February 28, 2022

Qualifying product — Medicare Supplement

Submit qualifying applications and receive the following bonuses:

| | Electronic apps | Paper apps |
|-----------------|-------------------|------------------|
| Underwritten | \$125 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.

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 (for both electronic and paper). Policies must be issued by dates indicated above, with \$180 minimum annual premium.

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, 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 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 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.

*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.

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