

SPRING BREAK

sales incentive

aetna[®]
Senior Supplemental
Insurance

This is your chance to break away from the usual and spring into action selling our complementary health insurance products. Our products are hot and getting hotter with your chance to **earn extra cash (plus more)!**

Qualification Period: March 7 – May 31, 2016

Qualifying Products:^{o**}

- New Protection SeriesSM –
 - Cancer and Heart Attack or Stroke
 - Hospital Indemnity
 - Recovery Care
- Continental Care
- Home Care
- Nursing Facility Care

Extra Cash Details:

Submit qualifying applications of qualifying products and receive a bonus payout per issued policy. The more applications (with different products) submitted and policies issued, the bigger the payout. Bonus is limited to one active policy per product per insured.

Payout Scales:

Policy Bonus

- 10-19 qualifying policies = \$15 per app
- 20-29 qualifying policies = \$25 per app
- 30+ qualifying policies = \$35 per app

PLUS - Multi-Product Bonus

- 2+ policies each of 2 different qualifying products = 20% bonus
- 3+ policies each of 3 different qualifying products = 40% bonus
- 4+ policies each of 4 different qualifying products = 60% bonus

PLUS - "Mission: Berlin" Bonus

One National Winner – Top producer (by premium) with minimum of 40 qualifying policies (in this promotion) automatically qualifies in the "Mission: Berlin" 2016 sales contest.

From these Aetna companies:

Aetna Life Insurance Company (ALIC)
Continental Life Insurance Company
of Brentwood, Tennessee (CLI)

More Details:

Application and submission date on qualifying production must be between March 7 and May 31, 2016. Qualifying production is based on all new, issued policies and annualized premium. Each qualified policy must be issued on or before June 15, 2016 as well as have an effective date between March 7, 2016 and June 1, 2016. Internal replacements^{**} or exchanges do not count toward qualification. Qualifiers must maintain an 80% persistency on qualifying business. All policies issued in CT, ME, and MN are excluded due to state compensation restrictions.

The cash payouts will be issued by check or placed with commissions as an account credit the week of July 5, 2016. All federal, state, and local taxes associated with the receipt of cash are the sole responsibility of the recipient. Licensed Only Agents (LOAs) may be paid through their agency at MGA discretion. In such cases, LOA application and multi-product bonuses are limited to \$500 per LOA (payable to Agency) and are ineligible for the "Mission: Berlin" bonus.

ALIC and CLI have the exclusive right to change the program rules during the qualification period and is subject to all state compensation restrictions 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 payments are made and when the trip occurs. Agents must be properly appointed and approved to sell ALIC or CLI complementary products in order to submit business.

* All products are not available in all states.

** Internal replacement is defined as a replacement of a product from one Aetna underwriting company to another underwriting company.

Questions:

Contact the Agent Services team at 800 264.4000, option 3, then 1.