



**aetna**<sup>®</sup>  
Senior Supplemental  
Insurance

**Sell our Senior Supplemental Insurance products\* now and you can do more than Imagine Iceland in 2016... you could be there! The trip begins here.**

**Qualification period:**  
January 1 – December 31, 2015

**Destination:**  
Iceland in early Summer 2016

**Qualification requirements:**  
*Combination of Medicare Supplement, Final Expense, and Complementary products*

- **MGAs**..... \$6,000,000 min. production
- **Recruiting GAs**... \$1,000,000 min. production
- **Agents** ..... \$ 200,000 min. production

**Qualifying products:**\*

- Medicare Supplement = one for one on production
- Final Expense = two for one on production
- Complementary = two for one on production

**(Cancer and Heart Attack or Stroke, Cancer Plus, Continental Care, Home Care, Hospital Indemnity, Nursing Facility Care)**

**President's Cabinet:**  
Top five MGAs, RGAs, and Agents

**Companions:**  
Each qualifying winner includes one companion (at least 21 years of age) to attend the trip at no additional charge.

**More contest details:**

Application date on qualifying production must be between January 1 and December 31, 2015. Qualifying production is based on all new, issued annualized premium and each qualified policy must be issued on or before January 15, 2016 and be in force on or before February 1, 2016. Qualifying production is limited to one policy per individual for each product. Internal replacements\*\* or exchanges do not count towards contest qualification. Qualifiers must maintain an 80% persistency on qualifying business. All policies issued in CT and ME 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. All federal, state, and local taxes associated with the receipt of a prize are the sole responsibility of the recipient. The trip has no cash value and is non-transferable.

\*Includes all products underwritten by American Continental Insurance Company (ACI) and Continental Life Insurance Company of Brentwood, Tennessee (CLI), both Aetna Companies; and Medicare Supplement underwritten by Aetna Health and Life Insurance Company (AHLIC). Not all members of the Aetna family of companies' policies are available in all states.

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

**Track your progress:**  
[aetnaseniorproducts.com](http://aetnaseniorproducts.com) (agent side/promotions)

**Questions:**  
Contact the Agent Services team at 800 264.4000 (option 3, then 1) or [aetssiinformation@aetna.com](mailto:aetssiinformation@aetna.com).