



2017

MISSION: BERLIN

SALES CONTEST



Attention S.S.I. Agents:

Your mission, should you choose to accept it, involves the submission of as many Aetna Senior Supplemental Insurance applications as you can within 2016. Help protect your customers. Your mission begins here...

Time limit:

January 1 – December 31, 2016

Reward location: Berlin, Germany

Reward time: Spring 2017

Mission completion requirements:

Combination of any qualifying products

• MGAs

- \$ 6,000,000 production = 1 trip
- \$10,000,000 production = 1 extra trip
- \$15,000,000 production = 2 extra trips

• Recruiting GAs

- \$ 1,000,000 production = 1 trip
- \$ 4,000,000 production = 1 extra trip

• Agents

- \$ 200,000 production = 1 trip

Qualifying products:

- Medicare Supplement = ONE for one on production
- Final Expense = TWO for one on production
- Complementary* = **New for 2016!!!...**
THREE for one on production *(that's triple credit)**

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

Agents: New for 2016!!!...

Submit 60% of qualifying new business via E-App and earn an extra \$20,000 production credit towards qualification.

President's special team:

Top five MGAs, RGAs, and Agents

More mission details:

Application date on qualifying production must be between January 1 and December 31, 2016. Qualifying production* is based on all new, issued annualized premium and each qualified policy must be issued on or before January 15, 2017 and be in force on or before February 1, 2017. 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. Each qualifying winner/ trip includes one companion (at least 21 years of age) to attend the trip at no additional charge.

*Includes all products underwritten by American Continental Insurance Company (ACI) and Continental Life Insurance Company of Brentwood, Tennessee (CLI), both Aetna Companies; Medicare Supplement underwritten by Aetna Health and Life Insurance Company (AHLIC); and Cancer and Heart Attack or Stroke underwritten by Aetna Life Insurance Company (ALIC). 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 mission:

aetnaseniorproducts.com (agent side/promotions)

Mission help:

S.S.I. Special Agent Services team, 800 264.4000 (option 3, then 1) or aetssiinformation@aetna.com or Berlin2016@aetna.com

