



**aetna**<sup>SM</sup>

Our Senior Supplemental products can put you on the Quest for Budapest.

**QUALIFICATION PERIOD:**

**March 1, 2012 – February 29, 2013**

**DESTINATION:**

**Budapest, Hungary**

**TRIP:**

**Spring 2013**



**QUALIFICATION REQUIREMENTS:**

MGAs ..... \$2,000,000 min. production  
Recruiting GAs ..... \$750,000 min. production  
(min. five producing agents)  
Agents ..... \$150,000 min. production

**QUALIFYING PRODUCTS:\***

Medicare Supplement = one for one on production  
Final Expense (Whole Life) = two for one on production  
Complementary Products = two for one on production

- Cancer Plus
- Continental Care
- Home Care
- Nursing Facility Care

**PRESIDENT'S CABINET:**

- Top five MGAs
- Top five GAs
- Top five Agents

**COMPANIONS:**

Each qualifying winner may have one companion participate in the trip at no additional charge.

**Track your progress: (Available on May 1, 2012)**  
Go to [cont-life.com](http://cont-life.com), agent side, then Promotions tab.

**Other contest details:**

Application date on qualifying production must be between March 1, 2012 and February 28, 2013. Qualifying production is based on all new, issued annualized premium and each qualified policy must be issued on or before March 15, 2013 and be in force on or before the start date of the trip. Qualifying production is limited to one policy per insured 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. All Medicare Supplement policies issued in MN and WV are excluded due to state compensation restrictions. ACI and CLI life and other health policies issued in MN and WV do qualify.

Aetna has the exclusive right to change the program rules during the qualification period and are 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.

**Questions: Call the Agent Services team, 800 445.4254, or go to [cont-life.com](http://cont-life.com), agent side.**

\*Underwriting companies include: American Continental Insurance Company (ACI), Continental Life Insurance Company of Brentwood, Tennessee (CLI)  
*Aetna Companies*

Genworth Life Insurance Company (GLIC) Medicare Supplement only, and Genworth Life and Annuity Insurance Company (GLAIC) Medicare Supplement only.  
*Genworth Financial Companies; Administered by Aetna Life Insurance Company and its affiliates*  
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.