



Sell our Senior Supplemental insurance products* now and you could leapfrog your way to Costa Rica in 2015. Join us on this year's journey...

Qualification Period:

April 1, 2014 – March 31, 2015

Destination:

Costa Rica

Trip:

Early Summer 2015

Qualifying requirements:

Combination of Medicare Supplement, Final Expense, and Complementary products

- **MGAs** (top 10 qualify)
 - \$ 6,000,000 production = 1 trip
 - \$10,000,000 production = 1 extra trip
 - \$15,000,000 production = 2 extra trips
- **Recruiting GAs** (top 10 qualify)
 - \$ 1,000,000 production
- **Agents** (top 70 qualify)
 - \$ 200,000 production

MGAs, Recruiting GAs, and Agents who qualify but are not in the "top" group for the trip, will each receive \$3,000.

President's Cabinet:

- **MGAs (top 5)** • **Recruiting GAs (top 5)** • **Agents (top 5)**

Qualifying products:

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

(Includes: Cancer Plus, Continental Care, Home Care, Nursing Facility Care)

Companions:

Each qualifying winner/trip includes one companion (min. age 21) to participate in the trip at no additional charge.

Track your progress:

aetnaseniorproducts.com (agent side/promotions)

Other details:

Application date on qualifying production must be between April 1, 2014 and March 31, 2015. Qualifying production is based on all new, issued annualized premium and each qualified policy must be issued on or before April 15, 2015 and be in force on or before May 1, 2015. 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 exclusive 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.

Questions:

Call the Agent Services team at 800 264.4000 (option 3, then 1) or email aetssiinformation@aetna.com.

