



Senior Supplemental  
Insurance



**\$20.15 Happy New Year  
Sales Incentive**

**Cha-ching...**

We're still ringing in the New Year...  
Your Medicare Supplement applications  
can **EARN EXTRA CASH** for an even  
happier, longer New Year celebration.  
Start selling now. Here's how.

**Qualification Period:**

**February 2 – May 2, 2015**

**Qualifying Products:**

**Medicare Supplement Insurance**

*From these Aetna Companies:*

**Aetna Health and Life Insurance Company (AHLIC)**

**American Continental Insurance Company (ACI)**

**Continental Life Insurance Company  
of Brentwood, Tennessee (CLI)**

**Extra Cash Details:**

Submit qualifying applications of ACI, AHLIC, and CLI Medicare Supplement and receive a bonus payout per issued policy. The more applications submitted and policies issued, the bigger the payout. **There's no limit to the amount of extra cash you can earn!**

**Payout Scale:**

**6-14 qualifying applications ..... \$10 per app**

**15-24 qualifying applications ..... \$15 per app**

**25+ qualifying applications ..... \$20.15 per app**

To receive a payout, you must have a minimum of six policies issued. Bonus is limited to one active policy per insured. For states with the household premium discount, if two policies are issued, it counts as two policies towards the sales incentive.

**More Details:**

Application date on qualifying production must be between February 2 and May 2, 2015. Qualifying production is based on all new, issued annualized premium and each qualified policy must be issued on or before May 15, 2015. Qualifying production is limited to one policy per insured. Internal replacements\* or exchanges do not count toward qualification. Qualifiers must maintain an 80% persistency on qualifying business. All Medicare Supplement policies issued in CT, ME, MN, and WV are excluded due to state compensation restrictions.

The cash payouts will be issued by check the week of June 1, 2015. All federal, state, and local taxes associated with the receipt of cash are the sole responsibility of the recipient.

ACI, AHLIC, 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 payment is made. Agents must be properly appointed and approved to sell ACI, AHLIC, or CLI Medicare Supplement in order to submit business.

\* 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.



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