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2019 Medicare Supplement Bonus Program

Qualification period:

Application dates:

January 1 - 31, 2019 (payout by 2/15/19)

February 1 - 28, 2019 (payout by 3/15/19)

March 1 - 31, 2019 (payout by 4/15/19)

Effective date:

January 1 - May 31, 2019

Qualifying states:

AL, AR, AZ, CA, DE, FL, GA, IA, ID, IL, IN, KS, KY, LA,
MD, MI, MO, MS, NC, ND, NE, NH, NJ, NM, NV, OH,
OK, OR, PA, RI, SC, SD, TX, UT, VA, VT, WY

Qualifying products:

Medicare Supplement – underwritten policies

Underwritten by these entities that are from Aetna,
a CVS Health Company:

Aetna Health and Life Insurance Company (AHLIC)

Aetna Health Insurance Company (AHIC)

American Continental Insurance Company (ACI)

Continental Life Insurance Company of Brentwood,
Tennessee (CLI)

Details:

Submit qualifying **underwritten applications** and **receive a \$100 bonus**.

To receive a payout, you must submit a **minimum of 4 signed applications** (underwritten, guaranteed issue, open enrollment) within the same month and policies must be issued by April 15, 2019.

Agent example: Submit 2 qualifying underwritten Medicare Supplement applications and 2 open enrollment applications in January and receive \$200. Submit 4 qualifying underwritten Medicare Supplement applications in February and receive \$400.

Additional bonus program details are on the back.

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Medicare Supplement Bonus Program details

Application date on qualifying production must be between qualification timeframes. Qualifying production is limited to one active policy per insured. Policies must be issued on or before April 15, 2019 to qualify. Internal replacements* or exchanges do not count toward qualification. Business written on self or immediate family** members does not count toward qualifying production. Qualifiers must maintain an 80% persistency on qualifying business. Policies must remain in force for 90 days to avoid a chargeback. Chargebacks reconciled by July 1, 2019.

Bonuses will be paid in the same method in which you receive your standard commissions. January bonus payout is February 15, 2019. February bonus payout is March 15, 2019. March bonus payout is April 15, 2019. All federal, state, and local taxes associated with the receipt of cash are the sole responsibility of the recipient. Aetna has the exclusive right to change the program rules during the qualification period. The program 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 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 in order to submit business.

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

**"Immediate family" shall mean a child, spouse, mother, father, sister, or brother of You or Your Spouse/Domestic Partner.

**For additional information
Contact the Agent Services team
800-264-4000**



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