



# Sellabration

## Second Half Sales Incentive

### Medicare Supplement Applications

Can EARN EXTRA CASH for you the rest of the year

#### Qualification period

July 1 – December 31, 2017

#### Qualifying product

Medicare Supplement –  
underwritten and open enrollment

#### Qualifying states

AL, AR, AZ, FL, GA, IA, ID, IL, KS, KY, LA, MD, MI,  
MS, NC, NJ, NV, OH, PA, SC, TN, TX, VA, WY

#### From these Aetna companies

- 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)

#### Earn extra cash

**\$150** for each **underwritten**  
policy issued

**\$50** for each **open enrollment**  
policy issued

The more applications submitted and policies issued, the bigger the payout. There's no limit to the amount of extra cash you can earn! And, for states with the household premium discount, if two policies are issued, it counts as two policies towards the sales incentive.

#### Payout details

To receive a payout, you must submit a minimum of 3 signed applications within the same month and policies must be issued within 30 days of the signature dates on the applications. Each month, July through December, is counted separately; and you may participate in any or all of those months.

Additional sales incentive details are on the back

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**Senior Supplemental  
Insurance**

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### Sales incentive details

Signature date on qualifying production must be between July 1 and December 31, 2017. Effective date can be no later than March 1, 2018. Qualifying production is limited to one policy per insured. Guaranteed issue, internal replacements\* or exchanges do not count toward qualification.

The payouts will be processed within 30 days following the end of the month that the policy is issued. A charge back will be assessed if the policy does not become effective. All federal, state, and local taxes associated with the receipt of cash are the sole responsibility of the recipient.

ACI, AHIC, AHLIC, and CLI have the exclusive right to change the program rules. 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 ACI, AHIC, AHLIC, or CLI Medicare Supplement in the specific states listed on this flyer in order to submit business.

\*Internal replacement is defined as a replacement of a product from one Aetna underwriting company to another or a change in Medicare Supplement plan within the same Aetna underwriting company.

### For additional information

**Contact the Agent Services team at  
800 264.4000, option 3, then option 1**



[aetnaseniorproducts.com](http://aetnaseniorproducts.com)

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# aetna<sup>®</sup>

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