

2018 Ancillary Bonus Program

Ancillary applications can earn EXTRA CASH for you

Cash details (per issued policy)

Product	Product only	Product with Med Supp	Total
Dental, Vision and Hearing	$25	$ 0	$ 25
Cancer and Heart Attack or Stroke/Cancer (GA)	$25	$25	$ 50
Hospital Indemnity Flex/Hospital Indemnity	$25	$25	$ 50
Recovery Care/Nursing Facility Care	$50	$50	$100
Home Care Plus/Home Care	$50	$50	$100

Example: Submit 10 qualifying applications of Dental, Vision and Hearing and receive an additional $250.
Submit 10 qualifying Recovery Care applications and receive an additional $500.
Submit 10 qualifying Home Care Plus applications combined with a Medicare Supplement application and receive an additional $1,000.

Qualification periods

May 1 – May 31, 2018
with effective dates no later than July 1 (payout by 7/15)

June 1 – June 30, 2018
with effective dates no later than August 1 (payout by 8/15)

July 1 – July 31, 2018
with effective dates no later than September 1 (payout by 9/15)

Payout details

Submit qualifying applications for the product(s) above and receive an extra bonus per issued policy. The more applications submitted and policies issued, the more extra dollars received. There's no limit to the amount of extra money you can earn!

Qualifying products

Cancer and Heart Attack or Stroke
Dental, Vision and Hearing
Home Care Plus/Home Care
Hospital Indemnity Flex/Hospital Indemnity
Recovery Care/Nursing Facility Care

Underwritten by
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)
Aetna Companies

Additional bonus program details are on the back.

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Bonus program details

Sales incentive details

Application date on qualifying production must be between qualification period(s) listed above. Policies must be issued on or before the effective date(s) above to qualify. Qualifying production is limited to one policy per individual for each product. Internal replacements* or exchanges do not count towards contest qualification. Business written on self or immediate family** members does not count toward qualifying production. Premiums under $15 monthly EFT or $180 annually do not count toward qualifying production. Applications written on spouses/domestic partners living in the same household do not count toward qualifying production. Qualifiers must maintain an 80% persistency on qualifying business. Policies must remain inforce for 90 days to avoid a chargeback. All policies issued in CT and ME are excluded. Medicare Supplement policies issued in MN are excluded.

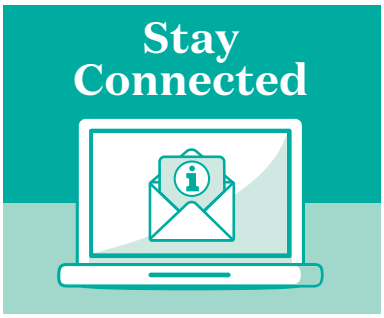
Bonuses will be paid in the same method in which you receive your standard commissions. All federal, state, and local taxes associated with the receipt of cash are the sole responsibility of the recipient. Aetna has the exclusive right to change the program rules during the qualification period. The 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 with the legal entity they are submitting business on.

*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 at 800-264-4000, option 2, option 3, then option 1



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