



QUALIFYING PERIOD: January 1–December 31, 2023

IT'S YOUR WORLD 2023

Your world, any way you want it. This year, you can choose to travel or receive your reward payout. If you travel, you'll get a voucher to redeem for a vacation wherever you like. There are no travel restrictions, and you can upgrade or add to a chosen trip, all using a special concierge service for booking. ***It's your reward, your way.***

	LEVEL	TIER 1		TIER 2		TIER 3		TIER 4		TIER 5		TIER 6	
		Production	Reward	Production	Reward	Production	Reward	Production	Reward	Production	Reward	Production	Reward
	15	\$6M	\$4K	\$12M	\$9K	\$18M	\$14K	\$22M	\$20K	\$26M	\$27K	\$30M	\$35K
KEYSTONE PARTNER	14	\$3M	\$4K	\$6M	\$8K	\$10M	\$12K	\$14M	\$16K	\$18M	\$20K	\$22M	\$24K
	13	\$1.5M	\$4K	\$3M	\$8K	\$5M	\$12K	\$7M	\$16K	\$9M	\$20K	—	—
	11 & 12	\$1M	\$4K	\$2M	\$8K	\$4M	\$12K	\$6M	\$16K	\$8M	\$20K	—	—
Agents 1-10		\$225K	\$4K	\$275K	\$5K	\$375K	\$6K	\$475K	\$7K	\$575K	\$8K	\$675K	\$9K

	LEVEL	TIER 7		TIER 8		TIER 9	
		Production	Reward	Production	Reward	Production	Reward
	14	\$26M	\$28K	\$30M	\$32K	\$34M	\$36K
Agents 1-10		\$775K	\$10K	—	—	—	—

Keystone Partners who qualify also receive a 2-night trip to Nashville.

AGENT REWARDS

The following rewards are for those Level 1-10 Agents who write \$190,000–\$224,999. These rewards do not come with a reward choice or a trophy. Agents will receive the reward for the final tier they reach at the end of the year.

\$190K	KitchenAid® Artisan® 5 Qt Stand Mixer
\$200K	lululemon Studio Mirror*
\$215K	Meta Quest Pro (VR headset)

*Subscription not included





Senior Supplemental Insurance Rewards 2023



For additional information,
Contact Senior Marketing
Specialists at **(800) 689-2800**.



For complete rules and limitations for the
2023 Rewards Program, and to track your
progress, visit: **AetnaSeniorProducts.com**
(agent side/promotions).



QUALIFICATION PERIOD:
January 1–
December 31, 2023

Qualifying products and requirements are a combination of any of these products:

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

Non-respondents will be assigned travel credits as their reward choice if no choice is made by March 29, 2024. Reward choices are final and cannot be changed once they're processed.

Application date on qualifying production must be between January 1 and December 31, 2023. Qualifying production* is based on all new, issued annualized premiums, and each qualified policy must be issued on or before January 15, 2024, and be in force on or before February 1, 2024. Qualifying production is limited to one policy per individual for each product. Internal replacements** or exchanges do not count toward contest qualification. Qualifiers must maintain an 80% persistency on qualifying business. Business written on self or immediate family*** members does not count toward qualifying production. Qualifying states: Medicare Supplement — AL, AZ, CA, FL, GA, IA, ID, IL, IN, KY, LA, MD, MI, MO, MS, NC, ND, NE, NH, NJ, NM, NV, OH, OK, OR, PA, RI, SD, TX, UT, VA, WY and Ancillary — all of the aforementioned states; and AR, CO, CT, DE, KS, ME, MN, MT, SC, TN, VT, WI, WA, WV.

Aetna® has the 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 tiers and receiving a communication about your qualification. 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. Aetna will send a Form 1099 to qualifiers for the tiered amount they qualify for. All federal, state and local taxes are the sole responsibility of the qualifier.

* Includes all products underwritten by Accendo Insurance Company, part of the CVS Health® family of companies and Aetna affiliate; American Continental Insurance Company and Continental Life Insurance Company of Brentwood, Tennessee; and Medicare Supplement plans underwritten by Aetna Health Insurance Company and Aetna Health and Life Insurance Company; Ancillary/life products underwritten by: Continental Life Insurance Company of Brentwood, Tennessee. Not all products and policies are available in all states.

**Internal replacement is defined as a replacement of a product from one Aetna/Accendo entity/affiliate to another.

***"Immediate family" shall mean a child, spouse, mother, father, sister or brother of you or your spouse/domestic partner.

Aetna is the brand name used for products and services provided by one or more of the Aetna group of companies, including Aetna Health and Life Insurance Company and its Medicare Supplement affiliates (Aetna). Aetna is part of the CVS Health® family of companies. For Agent Use Only. Not for Public Use or Distribution.

All trademarks are the property of their respective owners.

Aetna/CVS Health • Proprietary & Confidential

AetnaSeniorProducts.com