



Top producers deserve over-the-top experiences...and there's no better place to be spoiled and rewarded than in Miami! As one of the world's most popular vacation spots, sunny Miami is famous for over-the-top experiences and luxuries.

YOU can be the headliner in 2017 to experience a taste of this amazing lifestyle and five-star extravaganza in 2018.

Qualification period:

January 1 – December 31, 2017

Qualification requirements:

Combination of any qualifying products

Destination:

Miami, Florida

Trip:

Spring 2018

More details continued on the back.

Qualifying products:

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

*Cancer and Heart Attack or Stroke, Continental Care, Home Care, Home Care Plus, Hospital Indemnity, Nursing Facility Care, Recovery Care

• MGAs

- \$ 5,000,000 production = 1 trip
- \$10,000,000 production = 1 extra trip
- \$15,000,000 production = 2 extra trips

• Recruiting GAs

- \$ 1,000,000 production = 1 trip
- \$ 4,000,000 production = 1 extra trip

• Agents

- \$ 200,000 production = 1 trip

Underwritten bonus:

Submit \$80,000 or more in underwritten Medicare Supplement business and earn an extra \$30,000 production credit toward qualification.

E-App bonus:

Submit 60% or more of qualifying products via E-App and earn an extra \$20,000 production credit toward qualification.

President's Cabinet:

Top five MGAs, RGAs, and Agents earn an extra day's stay with over-the-top activities.

Companions:

Each qualifying winner/trip includes one companion (at least 21 years of age) to attend the trip at no additional charge.



More details:

Application date on qualifying production must be between January 1 and December 31, 2017. Qualifying production* is based on all new, issued annualized premium and each qualified policy must be issued on or before January 15, 2018 and be in force on or before February 1, 2018. Qualifying production is limited to one policy per individual for each product. Internal replacements** or exchanges do not count towards contest qualification. Qualifiers must maintain an 80% persistency on qualifying business. All policies issued in CT and ME are excluded. Medicare Supplement policies issued in MN are excluded.

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 levels and receiving a written invitation to attend the trip. 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 1099 to qualifiers who attend in the amount of the trip's fair market value. All federal, state, and local taxes are the sole responsibility of the qualifier. The trip is non-transferable.

*Includes all products underwritten by 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. Not all members of the Aetna family of companies' policies are available in all states.

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

Track your progress:
aetnaseniorproducts.com (agent side/promotions)

Questions:
Contact the Agent Services team at **800 264.4000** (option 3, then 1) or aetssiinformation@aetna.com.