



Quality health plans & benefits
Healthier living
Financial well-being
Intelligent solutions



Make more money with Aetna's new 2015 incentive program for brokers in New York and New Jersey

Increase your earnings by selling Aetna 51-100 size groups

We are excited to offer you additional incentives to sell New Aetna 51-100 Size Business in second quarter 2015.

This program is available to all New York and New Jersey brokers, regardless of where the case is located. Cases sold through a general agent continue to be eligible for this program.

Medical New Business Bonus

Number of Cases Sold in the Quarter	Bonus per App
1	\$ 30.00
2	\$ 40.00

3+	\$ 50.00
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Here are the details of our program:

- Only available to brokers located in New York and New Jersey who are properly licensed and appointed to sell Aetna medical products
- Available to all brokers, whether cases sold through a general agent or not
- Time period - For effective dates of April 1st thru June 15th 2015
- Quarterly calculation, Quarterly payout
- Applies to new small group 51-100 size case sales

Additional guidelines/rules:

- Bonus amounts are based on total number of new subscribers sold during the quarter.
- Brokers will receive one payment for the total quarter of sales
- Payments are made approximately 2 months after the close of the quarter
- This program is only for Aetna new medical business
- Production and bonus only applies to a single Broker TIN, no combination of Broker TINs allowed

Aetna is the brand name used for products and services provided by one or more of the Aetna group of subsidiary companies, including Aetna Life Insurance Company and its affiliates (Aetna).

Help/Contact us:

If you have any questions please [Contact Us](#).