

Aetna Revised Medicare Supplement commission schedules, effective October 1

To maintain their competitive rates in the marketplace, Aetna has revised the commissions rates for all new Guaranteed Issue and under age 65 individual Medicare Supplement* policies. The change will apply to both the traditional and Level for Life schedule of commissions. Since commission levels were more than most carriers, they were seeing unusually high Special Enrollment Period (guaranteed issue) enrollments, which negatively affect policyholders.

Which policies are impacted:

The revised commissions will affect any new individual Medicare Supplement policy with an application signature date on or after October 1, 2016 (regardless of the policy effective date), in one of the following scenarios:

- Guaranteed issue
- Policyholder is under the age of 65 and is not applying during his or her initial Medicare Open Enrollment period

Commission schedules vary by state. The change applies in all states except Colorado, Indiana, Oregon, South Carolina, and Wisconsin. Submission of a new application dated on or after October 1, 2016 will constitute the agent's acknowledgement and acceptance of the revised Schedule of Commissions.

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