



Earn EXTRA CASH With Our NEW Sales Incentive

The temperatures may be cold outside, but you can heat up your wallet with **EXTRA CASH** this winter by submitting Medicare Supplement applications. [Click here](#) for complete details.

Bonus payouts up to \$200 per policy

Between **January 18 - March 31, 2017***, you can receive a **bonus payout of \$200 per underwritten policy** and **\$50 per open enrollment policy** issued when you submit qualifying applications of Medicare Supplement** in the following states: **Arizona, Georgia, Idaho, Illinois, Kansas, Kentucky, Michigan, Mississippi, North Carolina, New Jersey, Ohio, Pennsylvania, Texas.**

There's **no limit to the amount of extra cash you can earn!** To receive the bonus payout, you must have a minimum of 5 policies issued in January or 10 policies per month, February through March.

Faster with E-App

Did you know that the best way to get your new business processed quickly is to submit it through the **E-App** (electronic application) tool? It automatically makes sure that you've completed all of the required information accurately. And, you can view it under your Pending New Business online report within 30 minutes of submission. Just go to the agent side of aetnaseniorproducts.com to get started.

*Based on the application signature date.

**underwritten by American Continental Insurance Company (ACI), Continental Life Insurance Company of Brentwood, Tennessee (CLI), and Aetna Health and Life Insurance Company (AHLIC), all Aetna companies

**Aetna Senior
Supplemental Insurance**

aetnaseniorproducts.com

800.264.4000, option 3,1 (Sales)

Aetna Health and Life Insurance Company (AHLIC)

Aetna Life Insurance Company (ALIC)

American Continental Insurance Company (ACI)

Continental Life Insurance Company
of Brentwood, Tennessee (CLI)

Aetna Companies

Winter Vortex

SALES INCENTIVE

Your Medicare Supplement apps could warm up your wallet – with extra **CASH**. And, there is no limit to the amount of extra warmth (cash!) you can generate.

Read on for more about this hot deal.

aetna[®]
Senior Supplemental
Insurance

Qualification Period:

January 18 – March 31, 2017

Qualifying Product:

Medicare Supplement Insurance

From these Aetna companies:

Aetna Health and Life Insurance Company (AHLIC)
American Continental Insurance Company (ACI)
Continental Life Insurance Company
of Brentwood, Tennessee (CLI)

For These States:

AZ, GA, ID, IL, KS, KY, MI, MS, NC, NJ, OH, PA, TX

Extra Cash Details:

Submit qualifying applications of ACI, AHLIC, and CLI Medicare Supplement and **receive a bonus payout of \$200 per underwritten policy, and \$50 per open enrollment policy issued.** The more applications submitted and policies issued, the bigger the payout. There's no limit to the amount of extra cash you can earn!

To receive a payout, you must have a minimum of 5 policies issued in January, or 10 policies per month, February through March. Bonus is limited to one active policy per insured. Remember, for states with the household premium discount, if two policies are issued, it counts as two policies towards the sales incentive.

More Details:

Application date on qualifying production must be between January 18 and March 31, 2017. Qualifying production is based on all new, issued annualized premium and each qualified policy must be issued on or before 30 days after the last day of the qualifying month. Qualifying production is limited to one policy per insured. Guaranteed issue, Internal replacements* or exchanges do not count toward qualification. Qualifiers must maintain an 80% persistency on qualifying business.

The cash payouts will be issued by check 45 days after the end of the qualifying quarter. All federal, state, and local taxes associated with the receipt of cash are the sole responsibility of the recipient.

ACI, AHLIC, and CLI have the exclusive 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 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 and approved to sell ACI, AHLIC, or CLI Medicare Supplement in the specific states listed on this flyer in order to submit business.

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

Questions:

Contact the Agent Services
Team at 800 264.4000,
option 3, then 1.

