

Aetna CLI Medicare Update

Aetna CLI has recently released an easier and more efficient way to sell Medicare supplements through their new E-app. This new E-app gives you applicant specific guidance, can be submitted in real time, and helps you receive commissions faster!

Aetna CLI is now also running a broker bonus program for all All **NEW** ACI, AHLIC, and CLI Medicare Supplement applications submitted through the **E-App** tool between **June 30, 2014** and **September 30, 2014**.

Please see below for more information:

- o An E-App that includes two NEW applicants (who qualify for the household discount) counts as two policies. (Household discount not available in all states.)
- o The application signature* date MUST be within the qualification period.
- o The following policies DO NOT count toward qualification:
 - Internal replacement/policy exchanges**
 - Any Medicare Supplement policy written in CT, ME, MN and WV due to state compensation rules.
- o A minimum of 3 issued policies required to be eligible for a bonus payout.

The **E-App** must result in an issued policy on or before **October 15, 2014** (regardless of the policy effective date).

Click here for [Aetna's Official Release](#)

As a reminder, AHIP Certification is Now Available.
Please [Click Here](#) for more information.

For more information, please contact Matt Pang at mpang@martinins.com