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Products

New Medicare Supplement coming to 7 states

Starting **July 12, 2017**, we will offer NEW Medicare Supplement products in the following states:

- [Alabama](#): AHLIC Medicare Supplement with 7% household discount
- [Arkansas](#): AHLIC Medicare Supplement with 7% household discount
- [Idaho](#): AHLIC Medicare Supplement
- [Louisiana](#): AHLIC Medicare Supplement with 7% household discount
- [Mississippi](#): AHLIC Medicare Supplement with 7% household discount
- [Ohio](#): AHLIC Medicare Supplement with 7% household discount
- [Pennsylvania](#): CLI Medicare Supplement with 7% household discount

You will be able to order state-specific sales materials starting **July 12**. Be sure to use the rate guides above, as the online rate quote tool will not include these new products until **July 19**. The electronic application (E-App) tool will also be available on **July 19**. Until then, both the online rate quote tool and E-App tool will show the old product and rates in these states.

Medicare Supplement update: AL, AR, ID, LA, MS, OH, PA

With the new Medicare Supplement products coming to the above states, the last application signature and submission date we will accept for the following existing products is **August 24, 2017**:

- Alabama ACI Medicare Supplement
- Arkansas ACI Medicare Supplement
- Idaho CLI Medicare Supplement
- Louisiana ACI Medicare Supplement
- Mississippi ACI Medicare Supplement
- Ohio AHLIC Medicare Supplement
- Pennsylvania AHLIC Medicare Supplement

Be sure to destroy any existing sales kits and [order the new sales materials](#).

Promotions

Sellabration sales incentive

Your Medicare Supplement applications could earn you **EXTRA CASH** during the rest of 2017! Between **July 1 - December 31, 2017**, submit qualifying applications of individual Medicare Supplement* and receive a bonus payout of **\$150 per underwritten policy** and \$50 per

open enrollment policy issued. The following states are eligible: **AL, AR, AZ, FL, GA, IA, ID, IL, KS, KY, LA, MD, MI, MS, NC, NJ, NV, OH, PA, SC, TN, TX, VA, WY.**

To receive a payout, you must submit a minimum of 3 signed applications within the same month and policies must be issued within 30 days of the signature dates on the applications. Each month, July through December, is counted separately; and you may participate in any or all of those months. Click the image to the right for complete qualification details.

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



Medicare Supplement Applications

Can EARN EXTRA CASH for you the rest of the year

Qualification period
July 1 – December 31, 2017

Qualifying product
Medicare Supplement –
underwritten and open enrollment

Qualifying states
AL, AR, AZ, FL, GA, IA, ID, IL, KS, KY, LA, MD, MI,
MS, NC, NJ, NV, OH, PA, SC, TN, TX, VA, WY

From these Aetna companies

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

Earn extra cash
\$150 for each **underwritten**
policy issued
\$50 for each **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! And, for states with the household premium discount, if two policies are issued, it counts as two policies towards the sales incentive.

Payout details

To receive a payout, you must submit a minimum of 3 signed applications within the same month and policies must be issued within 30 days of the signature dates on the applications. Each month, July through December, is counted separately, and you may participate in any or all of those months.

Additional sales incentive details are on the back.



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Upcoming Events

Webinars

Date/Time	Webinar topic	Sign up
July 13 at 10 a.m. CT	Medicare Supplement	Register
July 14 at 2:30 p.m. CT	Agent website	Register



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)

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