

It's here! New National Commission Schedule, simplified contracting

We are excited to share that we have made improvements to the Aetna Senior Supplemental Insurance contracting process as well as our commissions structure.

New National Commission Schedule is effective May 22

Your new National Commission Schedule, which covers all Aetna Senior Supplemental Insurance individual products for all states and legal entities, is now available on the agent side of aetnaseniorproducts.com by going to **My Business** and then selecting **My Profile**. (This works best in internet explorer). The new schedule applies to all new business that you write with an application signature date on or after **May 22, 2017**. Any applications with a signature date before May 22 will be paid based on your previous commission schedule.

Review the new schedule as some changes will apply. We are no longer offering the Level for Life option on our Medicare Supplement and Hospital Indemnity products. Some Medicare Supplement commission rates have changed in a few states. The Final Expense schedule options were simplified to accommodate the new platform.

One and done contracting allows you to sell new products faster

You are now automatically approved to sell any Aetna Senior Supplemental Insurance individual product in any state where the products are available and where you hold the appropriate licenses (by state authority). Some states require pre-appointment (such as AL, KY, LA, MT, OH, PA, UT, VT and WI). To confirm your appointment (by underwriting company) before you sell in any of these pre-appointment states, just go to aetnaseniorproducts.com (agent side).

The terms of your contract remain unchanged and our commission advancing options (and your election) remain the same.

We're here to help

If you have any questions, just [contact the Agent Services team](#).

Thank you for your continued business.