

Your reward, your way

***Your wherever
awaits you***



**Senior
Supplemental
Insurance
Rewards
2022**

♥aetna



Senior Supplemental Insurance Rewards 2022

This year, you can choose to travel or receive your reward payout. If you travel, you'll get a voucher to redeem for a vacation wherever you like. There are no travel restrictions, and you can upgrade or add to a chosen trip, all using a special concierge service for booking. ***It's your reward, your way.***

| | TIER 1 | | TIER 2 | | TIER 3 | | TIER 4 | | TIER 5 | | TIER 6 | |
|--------------------|------------|--------|------------|--------|------------|--------|------------|--------|------------|--------|------------|--------|
| | Production | Reward | Production | Reward | Production | Reward | Production | Reward | Production | Reward | Production | Reward |
| NMO | \$6M | \$4K | \$12M | \$9K | \$18M | \$14K | \$22M | \$20K | \$26M | \$27K | \$30M | \$35K |
| IMO | \$3M | \$4K | \$6M | \$8K | \$10M | \$12K | \$14M | \$16K | \$18M | \$20K | \$22M | \$24K |
| MGA | \$1.5M | \$4K | \$3M | \$8K | \$5M | \$12K | \$7M | \$16K | \$9M | \$20K | | |
| RG A | \$1M | \$4K | \$2M | \$8K | \$4M | \$12K | \$6M | \$16K | \$8M | \$20K | | |
| ELITE AGENT | \$225K | \$4K | \$275K | \$5K | \$375K | \$6K | \$475K | \$7K | \$575K | \$8K | \$675K | \$9K |
| AGENT | \$190K | * | \$200K | ** | \$215K | *** | | | | | | |

AGENT REWARDS

Our newest category is back again this year! For agents hitting milestones just under the threshold of Agent Elite Producer, you're in for some surprising & delightful rewards! You'll receive the reward for the tier you reach at the end of the year.

| | |
|-----|-----|
| * | TBD |
| ** | TBD |
| *** | TBD |

| | TIER 7 | | TIER 8 | | TIER 9 | |
|--------------------|------------|--------|------------|--------|------------|--------|
| | Production | Reward | Production | Reward | Production | Reward |
| IMO | \$26M | \$28K | \$30M | \$32K | \$34M | \$36K |
| ELITE AGENT | \$775K | \$10K | | | | |

Aetna is the brand name used for products and services provided by one or more of the Aetna group of companies, including Aetna Life Insurance Company and its affiliates (Aetna).

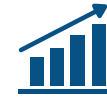




Senior Supplemental Insurance Rewards 2022



For additional information,
Contact the Agent Services team
at 1-866-272-6630 (TTY: 711).



Track your progress at
AetnaSeniorProducts.com
(agent side/promotions).



QUALIFYING PERIOD:
January 1 –
December 31, 2022

Qualifying products and requirements are a combination of any of these products:

- Medicare Supplement = one-for-one on production
- Final Expense = two-for-one on production
- Complementary = three-for-one on production

Application date on qualifying production must be between January 1 and December 31, 2022. Qualifying production* is based on all new, issued annualized premium, and each qualified policy must be issued on or before January 15, 2023, and be in force on or before February 1, 2023. Qualifying production is limited to one policy per individual for each product. Internal replacements** or exchanges do not count toward contest qualification. Qualifiers must maintain an 80% persistency on qualifying business. Business written on self or immediate family*** members does not count toward qualifying production. Qualifying states: Medicare Supplement — AL, AZ, CA, FL, GA, IA, ID, IL, IN, KY, LA, MD, MI, MO, MS, NC, ND, NE, NH, NJ, NM, NV, OH, OK, OR, PA, RI, SD, TX, UT, VA, WY and Ancillary — all of the aforementioned states; and AR, CO, CT, DE, KS, ME, MN, MT, SC, TN, VT, WI, WA, WV.

Aetna® has the 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 tiers and receiving a communication about your qualification. Qualifiers must be in compliance with all company and state marketing rules and regulations and be in good standing with Aetna Inc. and its legal entities. Aetna will send a 1099 to qualifiers for the tiered amount they qualify for. All federal, state and local taxes are the sole responsibility of the qualifier.

*Includes all products underwritten by Accendo Insurance Company, part of the CVS Health® family of companies and Aetna affiliate; American Continental Insurance Company and Continental Life Insurance Company of Brentwood, Tennessee; and Medicare Supplement plans underwritten by Aetna Health Insurance Company and Aetna Health and Life Insurance Company; Ancillary/life products underwritten by: Continental Life Insurance Company of Brentwood, Tennessee. Not all products and policies are available in all states.

**Internal replacement is defined as a replacement of a product from one Aetna/Accendo entity/affiliate to another.

***“Immediate family” shall mean a child, spouse, mother, father, sister or brother of you or your spouse/domestic partner.

For agent use only. Not for public distribution.

AetnaSeniorProducts.com