

FORTUNE *favors the* **BOLD** 2024

QUALIFYING PERIOD:
January 1–December 31,
2024

You're going to achieve
great things this year!
Get ready to reap
your reward.

LEVEL	TIER 1		TIER 2		TIER 3		TIER 4		TIER 5		TIER 6		TIER 7	
	Production Reward		Production Reward		Production Reward		Production Reward		Production Reward		Production Reward		Production Reward	
15	\$6M	\$4K	\$12M	\$9K	\$18M	\$14K	\$22M	\$20K	\$26M	\$27K	\$30M	\$35K	\$34M	\$42K
14	\$3M	\$4K	\$6M	\$8K	\$10M	\$12K	\$14M	\$16K	\$18M	\$20K	\$22M	\$24K	\$26M	\$28K
13	\$1.5M	\$4K	\$3M	\$8K	\$5M	\$12K	\$7M	\$16K	\$9M	\$20K	\$11M	\$24K	\$13M	\$28K
11 & 12	\$1M	\$4K	\$2M	\$8K	\$4M	\$12K	\$6M	\$16K	\$8M	\$20K	\$10M	\$24K	\$12M	\$28K
Agents 1-10	\$225K	\$4K	\$275K	\$5K	\$375K	\$6K	\$475K	\$7K	\$575K	\$8K	\$675K	\$9K	\$775K	\$10K

Agent Rewards information to be announced later in 2024.

For agent use only. Not for public distribution.

Senior Supplemental Insurance Rewards 2024



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



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



QUALIFICATION PERIOD:
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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
- Ancillary = three-for-one on production

Application date on qualifying production must be between January 1 and December 31, 2024. Qualifying production* is based on all new, issued annualized premiums, and each qualified policy must be issued on or before January 15, 2025, and be in force on or before February 1, 2025. 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, KS, 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, 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 and all affiliates. Aetna will send a Form 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.

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).

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