

ATTAINED AGE	PLAN A	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,145	95.38	1,319	109.87	1,273	106.04	1,465	122.03
66		1,145	95.38	1,319	109.87	1,273	106.04	1,465	122.03
67		1,145	95.38	1,319	109.87	1,273	106.04	1,465	122.03
68		1,196	99.63	1,373	114.37	1,329	110.71	1,526	127.12
69		1,246	103.79	1,436	119.62	1,387	115.54	1,595	132.86
70		1,297	108.04	1,493	124.37	1,442	120.12	1,659	138.19
71		1,348	112.29	1,550	129.12	1,497	124.70	1,723	143.53
72		1,394	116.12	1,603	133.53	1,549	129.03	1,780	148.27
73		1,438	119.79	1,653	137.69	1,597	133.03	1,839	153.19
74		1,481	123.37	1,702	141.78	1,645	137.03	1,890	157.44
75		1,518	126.45	1,746	145.44	1,685	140.36	1,939	161.52
76		1,552	129.28	1,785	148.69	1,724	143.61	1,982	165.10
77		1,586	132.11	1,822	151.77	1,763	146.86	2,026	168.77
78		1,615	134.53	1,860	154.94	1,797	149.69	2,065	172.01
79		1,645	137.03	1,890	157.44	1,827	152.19	2,101	175.01
80		1,672	139.28	1,923	160.19	1,856	154.60	2,133	177.68
81		1,695	141.19	1,949	162.35	1,882	156.77	2,165	180.34
82		1,717	143.03	1,976	164.60	1,907	158.85	2,195	182.84
83		1,740	144.94	2,001	166.68	1,933	161.02	2,223	185.18
84		1,762	146.77	2,025	168.68	1,956	162.93	2,250	187.43
85		1,780	148.27	2,049	170.68	1,979	164.85	2,278	189.76
86		1,802	150.11	2,071	172.51	2,002	166.77	2,303	191.84
87		1,821	151.69	2,093	174.35	2,024	168.60	2,324	193.59
88		1,839	153.19	2,116	176.26	2,044	170.27	2,350	195.76
89		1,856	154.60	2,133	177.68	2,064	171.93	2,373	197.67
90		1,873	156.02	2,155	179.51	2,081	173.35	2,393	199.34

ATTAINED AGE	PLAN F	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,701	141.69	1,956	162.93	1,891	157.52	2,175	181.18
66		1,701	141.69	1,956	162.93	1,891	157.52	2,175	181.18
67		1,701	141.69	1,956	162.93	1,891	157.52	2,175	181.18
68		1,772	147.61	2,036	169.60	1,968	163.93	2,264	188.59
69		1,841	153.36	2,119	176.51	2,047	170.52	2,353	196.00
70		1,909	159.02	2,197	183.01	2,121	176.68	2,439	203.17
71		1,976	164.60	2,273	189.34	2,195	182.84	2,523	210.17
72		2,036	169.60	2,343	195.17	2,263	188.51	2,604	216.91
73		2,093	174.35	2,407	200.50	2,327	193.84	2,673	222.66
74		2,146	178.76	2,468	205.58	2,385	198.67	2,741	228.33
75		2,195	182.84	2,523	210.17	2,439	203.17	2,805	233.66
76		2,239	186.51	2,572	214.25	2,485	207.00	2,857	237.99
77		2,276	189.59	2,617	218.00	2,530	210.75	2,907	242.15
78		2,310	192.42	2,660	221.58	2,566	213.75	2,951	245.82
79		2,343	195.17	2,696	224.58	2,604	216.91	2,994	249.40
80		2,373	197.67	2,729	227.33	2,636	219.58	3,032	252.57
81		2,405	200.34	2,765	230.32	2,671	222.49	3,073	255.98
82		2,434	202.75	2,800	233.24	2,706	225.41	3,110	259.06
83		2,464	205.25	2,834	236.07	2,738	228.08	3,149	262.31
84		2,493	207.67	2,866	238.74	2,769	230.66	3,185	265.31
85		2,520	209.92	2,897	241.32	2,800	233.24	3,221	268.31
86		2,545	212.00	2,927	243.82	2,828	235.57	3,254	271.06
87		2,572	214.25	2,957	246.32	2,856	237.90	3,285	273.64
88		2,595	216.16	2,984	248.57	2,883	240.15	3,315	276.14
89		2,617	218.00	3,010	250.73	2,907	242.15	3,347	278.81
90		2,640	219.91	3,033	252.65	2,930	244.07	3,373	280.97

ATTAINED AGE	PLAN G	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,188	98.96	1,366	113.79	1,321	110.04	1,519	126.53
66		1,188	98.96	1,366	113.79	1,321	110.04	1,519	126.53
67		1,188	98.96	1,366	113.79	1,321	110.04	1,519	126.53
68		1,239	103.21	1,425	118.70	1,377	114.70	1,581	131.70
69		1,295	107.87	1,488	123.95	1,438	119.79	1,656	137.94
70		1,344	111.96	1,548	128.95	1,495	124.53	1,719	143.19
71		1,396	116.29	1,607	133.86	1,552	129.28	1,784	148.61
72		1,445	120.37	1,662	138.44	1,607	133.86	1,847	153.86
73		1,493	124.37	1,714	142.78	1,657	138.03	1,904	158.60
74		1,533	127.70	1,764	146.94	1,705	142.03	1,959	163.18
75		1,572	130.95	1,808	150.61	1,748	145.61	2,010	167.43
76		1,609	134.03	1,849	154.02	1,786	148.77	2,055	171.18
77		1,642	136.78	1,890	157.44	1,827	152.19	2,100	174.93
78		1,676	139.61	1,925	160.35	1,862	155.10	2,141	178.35
79		1,705	142.03	1,959	163.18	1,893	157.69	2,177	181.34
80		1,733	144.36	1,990	165.77	1,924	160.27	2,212	184.26
81		1,757	146.36	2,020	168.27	1,953	162.68	2,245	187.01
82		1,780	148.27	2,047	170.52	1,979	164.85	2,276	189.59
83		1,803	150.19	2,075	172.85	2,004	166.93	2,306	192.09
84		1,826	152.11	2,100	174.93	2,028	168.93	2,332	194.26
85		1,848	153.94	2,124	176.93	2,053	171.01	2,360	196.59
86		1,869	155.69	2,147	178.85	2,076	172.93	2,387	198.84
87		1,888	157.27	2,171	180.84	2,098	174.76	2,412	200.92
88		1,907	158.85	2,191	182.51	2,119	176.51	2,435	202.84
89		1,924	160.27	2,213	184.34	2,140	178.26	2,459	204.83
90		1,942	161.77	2,232	185.93	2,157	179.68	2,482	206.75

ATTAINED AGE	PLAN B	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,445	120.37	1,662	138.44	1,607	133.86	1,846	153.77
66		1,445	120.37	1,662	138.44	1,607	133.86	1,846	153.77
67		1,445	120.37	1,662	138.44	1,607	133.86	1,846	153.77
68		1,506	125.45	1,734	144.44	1,672	139.28	1,924	160.27
69		1,573	131.03	1,810	150.77	1,748	145.61	2,009	167.35
70		1,637	136.36	1,880	156.60	1,817	151.36	2,091	174.18
71		1,697	141.36	1,953	162.68	1,888	157.27	2,169	180.68
72		1,759	146.52	2,021	168.35	1,953	162.68	2,245	187.01
73		1,814	151.11	2,083	173.51	2,014	167.77	2,317	193.01
74		1,866	155.44	2,145	178.68	2,071	172.51	2,382	198.42
75		1,913	159.35	2,198	183.09	2,125	177.01	2,443	203.50
76		1,955	162.85	2,248	187.26	2,173	181.01	2,498	208.08
77		1,995	166.18	2,297	191.34	2,219	184.84	2,553	212.66
78		2,037	169.68	2,342	195.09	2,262	188.42	2,600	216.58
79		2,071	172.51	2,382	198.42	2,303	191.84	2,649	220.66
80		2,104	175.26	2,421	201.67	2,341	195.01	2,688	223.91
81		2,133	177.68	2,456	204.58	2,373	197.67	2,729	227.33
82		2,164	180.26	2,488	207.25	2,406	200.42	2,764	230.24
83		2,192	182.59	2,522	210.08	2,435	202.84	2,801	233.32
84		2,219	184.84	2,551	212.50	2,467	205.50	2,836	236.24
85		2,245	187.01	2,582	215.08	2,496	207.92	2,868	238.90
86		2,270	189.09	2,610	217.41	2,523	210.17	2,902	241.74
87		2,295	191.17	2,638	219.75	2,549	212.33	2,932	244.24
88		2,319	193.17	2,664	221.91	2,574	214.41	2,961	246.65
89		2,341	195.01	2,691	224.16	2,598	216.41	2,989	248.98
90		2,360	196.59	2,714	226.08	2,624	218.58	3,015	251.15

ATTAINED AGE	PLAN HI F	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		660	54.98	760	63.31	734	61.14	844	70.31
		660	54.98	760	63.31	734	61.14	844	70.31
67		660	54.98	760	63.31	734	61.14	844	70.31
		686	57.14	790	65.81	763	63.56	878	73.14
68		714	59.48	823	68.56	794	66.14	913	76.05
		740	61.64	853	71.05	823	68.56	946	78.80
70		766	63.81	883	73.55	851	70.89	979	81.55
		790	65.81	910	75.80	878	73.14	1,010	84.13
72		812	67.64	934	77.80	903	75.22	1,037	86.38
		833	69.39	959	79.88	926	77.14	1,065	88.71
74		851	70.89	979	81.55	946	78.80	1,089	90.71
		868	72.30	998	83.13	964	80.30	1,109	92.38
76		883	73.55	1,014	84.47	981	81.72	1,130	94.13
		899	74.89	1,032	85.97	997	83.05	1,145	95.38
78		910	75.80	1,045	87.05	1,010	84.13	1,162	96.79
		921	76.72	1,060	88.30	1,023	85.22	1,177	98.04
80		934	77.80	1,074	89.46	1,036	86.30	1,191	99.21
		944	78.64	1,087	90.55	1,051	87.55	1,207	100.54
82		956	79.63	1,099	91.55	1,063	88.55	1,221	101.71
		967	80.55	1,112	92.63	1,076	89.63	1,235	102.88
84		979	81.55	1,124	93.63	1,087	90.55	1,247	103.88
		986	82.30	1,136	94.63	1,098	91.46	1,263	105.21
86		998	83.13	1,146	95.46	1,108	92.30	1,273	106.04
		1,009	84.05	1,158	96.46	1,119	93.21	1,286	107.12
88		1,014	84.47	1,168	97.29	1,130	94.13	1,297	108.04
		1,025	85.38	1,177	98.04	1,137	94.71	1,308	108.96

ATTAINED AGE	PLAN A	ZIP CODES 700-702, 706-709							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,249	104.04	1,439	119.87	1,388	115.62	1,598	133.11
66		1,249	104.04	1,439	119.87	1,388	115.62	1,598	133.11
67		1,249	104.04	1,439	119.87	1,388	115.62	1,598	133.11
68		1,304	108.62	1,498	124.78	1,450	120.79	1,664	138.61
69		1,360	113.29	1,566	130.45	1,513	126.03	1,740	144.94
70		1,415	117.87	1,628	135.61	1,573	131.03	1,810	150.77
71		1,470	122.45	1,691	140.86	1,633	136.03	1,879	156.52
72		1,520	126.62	1,748	145.61	1,690	140.78	1,942	161.77
73		1,568	130.61	1,804	150.27	1,742	145.11	2,006	167.10
74		1,615	134.53	1,856	154.60	1,794	149.44	2,062	171.76
75		1,656	137.94	1,904	158.60	1,838	153.11	2,116	176.26
76		1,693	141.03	1,948	162.27	1,880	156.60	2,162	180.09
77		1,730	144.11	1,987	165.52	1,924	160.27	2,210	184.09
78		1,762	146.77	2,029	169.02	1,961	163.35	2,252	187.59
79		1,794	149.44	2,062	171.76	1,993	166.02	2,292	190.92
80		1,824	151.94	2,098	174.76	2,024	168.60	2,327	193.84
81		1,849	154.02	2,126	177.10	2,053	171.01	2,362	196.75
82		1,873	156.02	2,155	179.51	2,081	173.35	2,394	199.42
83		1,898	158.10	2,183	181.84	2,108	175.60	2,425	202.00
84		1,922	160.10	2,209	184.01	2,134	177.76	2,454	204.42
85		1,942	161.77	2,236	186.26	2,159	179.84	2,485	207.00
86		1,966	163.77	2,260	188.26	2,184	181.93	2,513	209.33
87		1,986	165.43	2,284	190.26	2,208	183.93	2,536	211.25
88		2,006	167.10	2,309	192.34	2,230	185.76	2,563	213.50
89		2,024	168.60	2,327	193.84	2,251	187.51	2,588	215.58
90		2,044	170.27	2,351	195.84	2,270	189.09	2,610	217.41

ATTAINED AGE	PLAN F	ZIP CODES 700-702, 706-709							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,855	154.52	2,134	177.76	2,063	171.85	2,372	197.59
66		1,855	154.52	2,134	177.76	2,063	171.85	2,372	197.59
67		1,855	154.52	2,134	177.76	2,063	171.85	2,372	197.59
68		1,933	161.02	2,221	185.01	2,147	178.85	2,470	205.75
69		2,009	167.35	2,311	192.51	2,233	186.01	2,567	213.83
70		2,082	173.43	2,396	199.59	2,314	192.76	2,660	221.58
71		2,155	179.51	2,479	206.50	2,394	199.42	2,753	229.32
72		2,221	185.01	2,556	212.91	2,468	205.58	2,840	236.57
73		2,284	190.26	2,626	218.75	2,538	211.42	2,916	242.90
74		2,341	195.01	2,693	224.33	2,602	216.75	2,990	249.07
75		2,394	199.42	2,753	229.32	2,660	221.58	3,060	254.90
76		2,442	203.42	2,806	233.74	2,711	225.83	3,116	259.56
77		2,483	206.83	2,855	237.82	2,760	229.91	3,172	264.23
78		2,520	209.92	2,902	241.74	2,800	233.24	3,220	268.23
79		2,556	212.91	2,941	244.99	2,840	236.57	3,266	272.06
80		2,588	215.58	2,977	247.98	2,875	239.49	3,307	275.47
81		2,623	218.50	3,017	251.32	2,914	242.74	3,353	279.30
82		2,656	221.24	3,054	254.40	2,952	245.90	3,392	282.55
83		2,688	223.91	3,091	257.48	2,987	248.82	3,436	286.22
84		2,719	226.49	3,126	260.40	3,020	251.57	3,474	289.38
85		2,749	228.99	3,161	263.31	3,054	254.40	3,514	292.72
86		2,777	231.32	3,193	265.98	3,085	256.98	3,550	295.72
87		2,806	233.74	3,226	268.73	3,115	259.48	3,583	298.46
88		2,831	235.82	3,256	271.22	3,145	261.98	3,617	301.30
89		2,855	237.82	3,283	273.47	3,172	264.23	3,652	304.21
90		2,880	239.90	3,308	275.56	3,197	266.31	3,679	306.46

ATTAINED AGE	PLAN G	ZIP CODES 700-702, 706-709							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,296	107.96	1,490	124.12	1,441	120.04	1,657	138.03
66		1,296	107.96	1,490	124.12	1,441	120.04	1,657	138.03
67		1,296	107.96	1,490	124.12	1,441	120.04	1,657	138.03
68		1,351	112.54	1,554	129.45	1,502	125.12	1,724	143.61
69		1,412	117.62	1,624	135.28	1,568	130.61	1,806	150.44
70		1,466	122.12	1,688	140.61	1,631	135.86	1,876	156.27
71		1,523	126.87	1,753	146.02	1,693	141.03	1,946	162.10
72		1,577	131.36	1,813	151.02	1,753	146.02	2,015	167.85
73		1,628	135.61	1,870	155.77	1,807	150.52	2,077	173.01
74		1,673	139.36	1,925	160.35	1,860	154.94	2,137	178.01
75		1,715	142.86	1,973	164.35	1,907	158.85	2,192	182.59
76		1,756	146.27	2,017	168.02	1,949	162.35	2,242	186.76
77		1,792	149.27	2,062	171.76	1,993	166.02	2,291	190.84
78		1,829	152.36	2,100	174.93	2,032	169.27	2,335	194.51
79		1,860	154.94	2,137	178.01	2,065	172.01	2,375	197.84
80		1,890	157.44	2,171	180.84	2,099	174.85	2,413	201.00
81		1,916	159.60	2,203	183.51	2,130	177.43	2,449	204.00
82		1,942	161.77	2,233	186.01	2,159	179.84	2,483	206.83
83		1,967	163.85	2,263	188.51	2,186	182.09	2,515	209.50
84		1,992	165.93	2,291	190.84	2,213	184.34	2,544	211.92
85		2,016	167.93	2,317	193.01	2,239	186.51	2,574	214.41
86		2,039	169.85	2,342	195.09	2,264	188.59	2,604	216.91
87		2,059	171.51	2,369	197.34	2,288	190.59	2,632	219.25
88		2,081	173.35	2,390	199.09	2,311	192.51	2,657	221.33
89		2,099	174.85	2,414	201.09	2,334	194.42	2,682	223.41
90		2,118	176.43	2,435	202.84	2,353	196.00	2,707	225.49

EFFECTIVE DATE

The effective date must be on or after the date of the application. If an existing Medicare Supplement policy is being replaced, the date must coordinate with the expiration date of the existing policy.

An application must be received in the Home Office within 30 calendar days from the date of signature.

Applications submitted by E-Application result in faster service. E-Applications must have first premium deducted by monthly EFT. Changes to payment mode can be made after the first premium has been drafted by contacting Policyholder Services.

Applications with a live check must be mailed and not faxed.

MODAL PREMIUM OPTIONS

Semi-Annual.....	Annual x .52
Quarterly	Annual x .265
Monthly Electronic Funds Transfer (EFT)	Annual x .0833

CALCULATING RATES

Follow these steps for each applicant.

STEP 1: Calculate modal premium

Begin here if using the Outline of Coverage rates:

Base rate (found in the Outline of Coverage)
x area factor (based on applicant's zip code)
= **Annual premium** (round to nearest whole dollar)

Example: \$1511 x 1.25 = **\$1888.750 (\$1889)**

Begin here if using the agent rate sheet:

Annual premium (found on agent rate card)
x Modal factor
= **Modal premium** (round to nearest whole cent)

Example: \$1889 x .0833 = **\$157.3537 (\$157.35)**

STEP 2: Calculate modal premium with 5% household discount

Modal premium
x Discount (.95)
= **Modal premium with discount** (round to nearest whole cent)

Example: \$157.35 x .95 = **\$149.4825 (\$149.48)**

Add application fee to determine total initial premium collected/draft
Modal premium (with discount if discount applies)
+ Application fee
= **Total initial premium** (amount of check with application or initial bank draft)

Example: \$149.48 + \$20 = **\$169.48**

- All Plans: A one time only \$20 policy fee required at time of application
- Rates are Attained Age, male/female, preferred and standard
- Use age last birthday on effective date of coverage
- Tobacco users use standard rates
- Non-tobacco users use preferred rates
- OE and GI use preferred rates
- For rates under age 65 and over age 90, refer to Outline of Coverage
- 12-month rate guarantee

Refer to the Field Guide and Drug List for important underwriting information.

Need Help?

Contact the Agent Services team at 800 264.4000, or go to aetnaseniorproducts.com (agent side).

ATTAINED AGE	PLAN B	ZIP CODES 700-702, 706-709							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,577	131.36	1,813	151.02	1,753	146.02	2,014	167.77
66		1,577	131.36	1,813	151.02	1,753	146.02	2,014	167.77
67		1,577	131.36	1,813	151.02	1,753	146.02	2,014	167.77
68		1,643	136.86	1,891	157.52	1,824	151.94	2,099	174.85
69		1,716	142.94	1,974	164.43	1,907	158.85	2,191	182.51
70		1,786	148.77	2,051	170.85	1,982	165.10	2,281	190.01
71		1,852	154.27	2,130	177.43	2,059	171.51	2,366	197.09
72		1,919	159.85	2,204	183.59	2,130	177.43	2,449	204.00
73		1,979	164.85	2,273	189.34	2,197	183.01	2,527	210.50
74		2,035	169.52	2,340	194.92	2,260	188.26	2,598	216.41
75		2,087	173.85	2,398	199.75	2,318	193.09	2,665	221.99
76		2,132	177.60	2,453	204.33	2,370	197.42	2,725	226.99
77		2,177	181.34	2,506	208.75	2,420	201.59	2,785	23