

ATTAINED AGE	PLAN HI F		ALL ZIP CODES							
			PREFERRED				STANDARD			
			FEMALE		MALE		FEMALE		MALE	
	ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	643	53.56	741	61.73	716	59.64	823	68.56		
66	644	53.65	742	61.81	717	59.73	824	68.64		
67	645	53.73	743	61.89	718	59.81	826	68.81		
68	673	56.06	773	64.39	749	62.39	859	71.55		
69	700	58.31	804	66.97	777	64.72	894	74.47		
70	726	60.48	834	69.47	804	66.97	926	77.14		
71	750	62.48	863	71.89	833	69.39	959	79.88		
72	773	64.39	888	73.97	859	71.55	987	82.22		
73	794	66.14	912	75.97	884	73.64	1,015	84.55		
74	815	67.89	938	78.14	906	75.47	1,042	86.80		
75	833	69.39	959	79.88	926	77.14	1,065	88.71		
76	851	70.89	975	81.22	943	78.55	1,086	90.46		
77	864	71.97	994	82.80	961	80.05	1,105	92.05		
78	877	73.05	1,009	84.05	974	81.13	1,120	93.30		
79	888	73.97	1,024	85.30	987	82.22	1,137	94.71		
80	900	74.97	1,036	86.30	1,000	83.30	1,152	95.96		
81	912	75.97	1,049	87.38	1,014	84.47	1,166	97.13		
82	925	77.05	1,062	88.46	1,028	85.63	1,182	98.46		
83	936	77.97	1,076	89.63	1,040	86.63	1,194	99.46		
84	948	78.97	1,089	90.71	1,050	87.47	1,209	100.71		
85	958	79.80	1,099	91.55	1,062	88.46	1,221	101.71		
86	966	80.47	1,113	92.71	1,074	89.46	1,236	102.96		
87	975	81.22	1,122	93.46	1,083	90.21	1,248	103.96		
88	985	82.05	1,132	94.30	1,094	91.13	1,259	104.87		
89	994	82.80	1,142	95.13	1,105	92.05	1,271	105.87		
90	1,000	83.30	1,152	95.96	1,114	92.80	1,281	106.71		

ATTAINED AGE	PLAN N		ALL ZIP CODES							
			PREFERRED				STANDARD			
			FEMALE		MALE		FEMALE		MALE	
	ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	1,031	85.88	1,187	98.88	1,147	95.55	1,319	109.87		
66	1,032	85.97	1,188	98.96	1,148	95.63	1,321	110.04		
67	1,033	86.05	1,188	98.96	1,149	95.71	1,322	110.12		
68	1,078	89.80	1,240	103.29	1,197	99.71	1,377	114.70		
69	1,125	93.71	1,295	107.87	1,252	104.29	1,439	119.87		
70	1,169	97.38	1,347	112.21	1,300	108.29	1,497	124.70		
71	1,215	101.21	1,396	116.29	1,350	112.46	1,552	129.28		
72	1,257	104.71	1,446	120.45	1,396	116.29	1,607	133.86		
73	1,297	108.04	1,492	124.28	1,441	120.04	1,657	138.03		
74	1,333	111.04	1,535	127.87	1,483	123.53	1,705	142.03		
75	1,367	113.87	1,573	131.03	1,520	126.62	1,749	145.69		
76	1,399	116.54	1,608	133.95	1,554	129.45	1,789	149.02		
77	1,430	119.12	1,644	136.95	1,589	132.36	1,826	152.11		
78	1,458	121.45	1,676	139.61	1,620	134.95	1,861	155.02		
79	1,482	123.45	1,705	142.03	1,647	137.20	1,893	157.69		
80	1,507	125.53	1,734	144.44	1,674	139.44	1,925	160.35		
81	1,528	127.28	1,758	146.44	1,699	141.53	1,954	162.77		
82	1,549	129.03	1,780	148.27	1,721	143.36	1,978	164.77		
83	1,570	130.78	1,803	150.19	1,742	145.11	2,004	166.93		
84	1,589	132.36	1,826	152.11	1,764	146.94	2,031	169.18		
85	1,607	133.86	1,847	153.86	1,785	148.69	2,052	170.93		
86	1,624	135.28	1,868	155.60	1,806	150.44	2,076	172.93		
87	1,642	136.78	1,888	157.27	1,825	152.02	2,099	174.85		
88	1,659	138.19	1,908	158.94	1,841	153.36	2,120	176.60		
89	1,674	139.44	1,926	160.44	1,860	154.94	2,139	178.18		
90	1,690	140.78	1,942	161.77	1,877	156.35	2,158	179.76		

ATTAINED AGE	PLAN G		ALL ZIP CODES							
			PREFERRED				STANDARD			
			FEMALE		MALE		FEMALE		MALE	
	ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	1,228	102.29	1,413	117.70	1,363	113.54	1,570	130.78		
66	1,230	102.46	1,414	117.79	1,365	113.70	1,572	130.95		
67	1,231	102.54	1,415	117.87	1,366	113.79	1,572	130.95		
68	1,282	106.79	1,474	122.78	1,425	118.70	1,639	136.53		
69	1,339	111.54	1,541	128.37	1,488	123.95	1,712	142.61		
70	1,392	115.95	1,602	133.45	1,547	128.87	1,780	148.27		
71	1,447	120.54	1,663	138.53	1,608	133.95	1,848	153.94		
72	1,497	124.70	1,719	143.19	1,663	138.53	1,912	159.27		
73	1,543	128.53	1,775	147.86	1,715	142.86	1,972	164.27		
74	1,589	132.36	1,828	152.27	1,764	146.94	2,028	168.93		
75	1,628	135.61	1,873	156.02	1,809	150.69	2,080	173.26		
76	1,667	138.86	1,916	159.60	1,851	154.19	2,127	177.18		
77	1,701	141.69	1,956	162.93	1,891	157.52	2,174	181.09		
78	1,735	144.53	1,994	166.10	1,927	160.52	2,216	184.59		
79	1,764	146.94	2,028	168.93	1,958	163.10	2,254	187.76		
80	1,792	149.27	2,061	171.68	1,993	166.02	2,290	190.76		
81	1,819	151.52	2,093	174.35	2,021	168.35	2,323	193.51		
82	1,843	153.52	2,120	176.60	2,049	170.68	2,354	196.09		
83	1,866	155.44	2,147	178.85	2,075	172.85	2,386	198.75		
84	1,890	157.44	2,174	181.09	2,100	174.93	2,415	201.17		
85	1,912	159.27	2,197	183.01	2,124	176.93	2,444	203.59		
86	1,933	161.02	2,224	185.26	2,148	178.93	2,470	205.75		
87	1,955	162.85	2,247	187.18	2,172	180.93	2,498	208.08		
88	1,975	164.52	2,269	189.01	2,193	182.68	2,523	210.17		
89	1,993	166.02	2,291	190.84	2,214	184.43	2,545	212.00		
90	2,010	167.43	2,312	192.59	2,234	186.09	2,569	214.00		

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ATTAINED AGE	PLAN A	ALL ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,209	100.71	1,390	115.79	1,345	112.04	1,545	128.70
66		1,210	100.79	1,392	115.95	1,347	112.21	1,546	128.78
67		1,211	100.88	1,393	116.04	1,348	112.29	1,548	128.95
68		1,262	105.12	1,452	120.95	1,404	116.95	1,614	134.45
69		1,318	109.79	1,517	126.37	1,464	121.95	1,684	140.28
70		1,373	114.37	1,577	131.36	1,524	126.95	1,753	146.02
71		1,425	118.70	1,638	136.45	1,581	131.70	1,819	151.52
72		1,474	122.78	1,694	141.11	1,637	136.36	1,882	156.77
73		1,520	126.62	1,747	145.53	1,689	140.69	1,941	161.69
74		1,564	130.28	1,799	149.86	1,737	144.69	1,998	166.43
75		1,603	133.53	1,844	153.61	1,782	148.44	2,048	170.60
76		1,641	136.70	1,885	157.02	1,822	151.77	2,098	174.76
77		1,675	139.53	1,926	160.44	1,861	155.02	2,140	178.26
78		1,706	142.11	1,963	163.52	1,897	158.02	2,181	181.68
79		1,737	144.69	1,998	166.43	1,930	160.77	2,218	184.76
80		1,766	147.11	2,031	169.18	1,961	163.35	2,255	187.84
81		1,790	149.11	2,058	171.43	1,990	165.77	2,287	190.51
82		1,814	151.11	2,087	173.85	2,016	167.93	2,319	193.17
83		1,839	153.19	2,114	176.10	2,044	170.27	2,349	195.67
84		1,860	154.94	2,139	178.18	2,068	172.26	2,378	198.09
85		1,882	156.77	2,166	180.43	2,090	174.10	2,406	200.42
86		1,904	158.60	2,189	182.34	2,115	176.18	2,432	202.59
87		1,925	160.35	2,214	184.43	2,138	178.10	2,457	204.67
88		1,943	161.85	2,236	186.26	2,159	179.84	2,483	206.83
89		1,961	163.35	2,255	187.84	2,180	181.59	2,506	208.75
90		1,979	164.85	2,276	189.59	2,200	183.26	2,528	210.58

ATTAINED AGE	PLAN B	ALL ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	1,524	126.95	1,752	145.94	1,694	141.11	1,947	162.19	
66	1,526	127.12	1,754	146.11	1,696	141.28	1,948	162.27	
67	1,527	127.20	1,756	146.27	1,697	141.36	1,950	162.44	
68	1,591	132.53	1,830	152.44	1,768	147.27	2,032	169.27	
69	1,663	138.53	1,912	159.27	1,846	153.77	2,124	176.93	
70	1,730	144.11	1,985	165.35	1,919	159.85	2,209	184.01	
71	1,793	149.36	2,062	171.76	1,995	166.18	2,292	190.92	
72	1,858	154.77	2,135	177.85	2,062	171.76	2,374	197.75	
73	1,915	159.52	2,202	183.43	2,127	177.18	2,446	203.75	
74	1,971	164.18	2,268	188.92	2,189	182.34	2,516	209.58	
75	2,019	168.18	2,322	193.42	2,244	186.93	2,581	215.00	
76	2,068	172.26	2,376	197.92	2,295	191.17	2,640	219.91	
77	2,111	175.85	2,427	202.17	2,344	195.26	2,700	224.91	
78	2,150	179.10	2,475	206.17	2,389	199.00	2,748	228.91	
79	2,189	182.34	2,516	209.58	2,432	202.59	2,796	232.91	
80	2,224	185.26	2,557	213.00	2,470	205.75	2,842	236.74	
81	2,255	187.84	2,596	216.25	2,506	208.75	2,884	240.24	
82	2,287	190.51	2,630	219.08	2,541	211.67	2,921	243.32	
83	2,316	192.92	2,666	222.08	2,572	214.25	2,961	246.65	
84	2,344	195.26	2,694	224.41	2,607	217.16	2,995	249.48	
85	2,374	197.75	2,726	227.08	2,636	219.58	3,032	252.57	
86	2,399	199.84	2,757	229.66	2,666	222.08	3,067	255.48	
87	2,425	202.00	2,790	232.41	2,692	224.24	3,096	257.90	
88	2,449	204.00	2,815	234.49	2,721	226.66	3,127	260.48	
89	2,470	205.75	2,844	236.91	2,745	228.66	3,158	263.06	
90	2,493	207.67	2,868	238.90	2,771	230.82	3,185	265.31	

ATTAINED AGE	PLAN F	ALL ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	1,794	149.44	2,066	172.10	1,995	166.18	2,294	191.09	
66	1,796	149.61	2,068	172.26	1,996	166.27	2,296	191.26	
67	1,798	149.77	2,070	172.43	1,998	166.43	2,298	191.42	
68	1,872	155.94	2,152	179.26	2,080	173.26	2,391	199.17	
69	1,945	162.02	2,238	186.43	2,163	180.18	2,485	207.00	
70	2,017	168.02	2,318	193.09	2,242	186.76	2,578	214.75	
71	2,086	173.76	2,400	199.92	2,317	193.01	2,667	222.16	
72	2,152	179.26	2,477	206.33	2,391	199.17	2,750	229.08	
73	2,211	184.18	2,541	211.67	2,458	204.75	2,824	235.24	
74	2,268	188.92	2,607	217.16	2,519	209.83	2,897	241.32	
75	2,317	193.01	2,667	222.16	2,578	214.75	2,963	246.82	
76	2,364	196.92	2,716	226.24	2,624	218.58	3,020	251.57	
77	2,406	200.42	2,764	230.24	2,673	222.66	3,073	255.98	
78	2,442	203.42	2,809	233.99	2,713	225.99	3,120	259.90	
79	2,477	206.33	2,848	237.24	2,750	229.08	3,164	263.56	
80	2,506	208.75	2,884	240.24	2,786	232.07	3,204	266.89	
81	2,538	211.42	2,922	243.40	2,820	234.91	3,247	270.48	
82	2,573	214.33	2,958	246.40	2,858	238.07	3,286	273.72	
83	2,604	216.91	2,993	249.32	2,891	240.82	3,326	277.06	
84	2,633	219.33	3,028	252.23	2,925	243.65	3,365	280.30	
85	2,662	221.74	3,061	254.98	2,958	246.40	3,401	283.30	
86	2,690	224.08	3,093	257.65	2,989	248.98	3,437	286.30	
87	2,716	226.24	3,126	260.40	3,019	251.48	3,469	288.97	
88	2,742	228.41	3,152	262.56	3,046	253.73	3,501	291.63	
89	2,764	230.24	3,180	264.89	3,073	255.98	3,535	294.47	
90	2,790	232.41	3,205	266.98	3,097	257.98	3,564	296.88	

- 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).

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**