

ISSUE AGE	PLAN A	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		2,208	183.93	2,539	211.50	2,452	204.25	2,820	234.91
66		2,208	183.93	2,539	211.50	2,452	204.25	2,820	234.91
67		2,208	183.93	2,539	211.50	2,452	204.25	2,820	234.91
68		2,273	189.34	2,610	217.41	2,521	210.00	2,902	241.74
69		2,342	195.09	2,694	224.41	2,599	216.50	2,992	249.23
70		2,404	200.25	2,762	230.07	2,669	222.33	3,070	255.73
71		2,464	205.25	2,833	235.99	2,734	227.74	3,145	261.98
72		2,518	209.75	2,895	241.15	2,793	232.66	3,214	267.73
73		2,564	213.58	2,948	245.57	2,846	237.07	3,276	272.89
74		2,606	217.08	2,997	249.65	2,897	241.32	3,330	277.39
75		2,645	220.33	3,041	253.32	2,937	244.65	3,377	281.30
76		2,675	222.83	3,074	256.06	2,969	247.32	3,417	284.64
77		2,702	225.08	3,104	258.56	3,004	250.23	3,452	287.55
78		2,728	227.24	3,138	261.40	3,034	252.73	3,485	290.30
79		2,755	229.49	3,168	263.89	3,061	254.98	3,518	293.05
80		2,782	231.74	3,196	266.23	3,088	257.23	3,551	295.80
81		2,804	233.57	3,222	268.39	3,112	259.23	3,580	298.21
82		2,823	235.16	3,249	270.64	3,138	261.40	3,611	300.80
83		2,849	237.32	3,274	272.72	3,166	263.73	3,639	303.13
84		2,869	238.99	3,298	274.72	3,188	265.56	3,665	305.29
85		2,887	240.49	3,321	276.64	3,208	267.23	3,690	307.38
86		2,905	241.99	3,340	278.22	3,228	268.89	3,713	309.29
87		2,922	243.40	3,360	279.89	3,247	270.48	3,732	310.88
88		2,948	245.57	3,395	282.80	3,276	272.89	3,769	313.96
89		2,978	248.07	3,420	284.89	3,307	275.47	3,802	316.71
90		3,001	249.98	3,456	287.88	3,336	277.89	3,836	319.54

ISSUE AGE	PLAN F	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		3,215	267.81	3,696	307.88	3,571	297.46	4,107	342.11
66		3,215	267.81	3,696	307.88	3,571	297.46	4,107	342.11
67		3,215	267.81	3,696	307.88	3,571	297.46	4,107	342.11
68		3,301	274.97	3,792	315.87	3,665	305.29	4,216	351.19
69		3,382	281.72	3,892	324.20	3,762	313.37	4,322	360.02
70		3,460	288.22	3,981	331.62	3,846	320.37	4,423	368.44
71		3,535	294.47	4,067	338.78	3,928	327.20	4,519	376.43
72		3,599	299.80	4,142	345.03	3,999	333.12	4,600	383.18
73		3,647	303.80	4,194	349.36	4,055	337.78	4,661	388.26
74		3,696	307.88	4,253	354.27	4,108	342.20	4,724	393.51
75		3,736	311.21	4,298	358.02	4,153	345.94	4,776	397.84
76		3,770	314.04	4,334	361.02	4,189	348.94	4,816	401.17
77		3,802	316.71	4,370	364.02	4,222	351.69	4,855	404.42
78		3,837	319.62	4,412	367.52	4,263	355.11	4,899	408.09
79		3,867	322.12	4,451	370.77	4,296	357.86	4,940	411.50
80		3,892	324.20	4,476	372.85	4,322	360.02	4,973	414.25
81		3,923	326.79	4,512	375.85	4,358	363.02	5,017	417.92
82		3,955	329.45	4,547	378.77	4,392	365.85	5,050	420.67
83		3,984	331.87	4,583	381.76	4,425	368.60	5,093	424.25
84		4,018	334.70	4,622	385.01	4,464	371.85	5,136	427.83
85		4,053	337.61	4,657	387.93	4,500	374.85	5,174	430.99
86		4,081	339.95	4,690	390.68	4,534	377.68	5,214	434.33
87		4,110	342.36	4,726	393.68	4,565	380.26	5,249	437.24
88		4,144	345.20	4,765	396.92	4,606	383.68	5,294	440.99
89		4,178	348.03	4,807	400.42	4,643	386.76	5,340	444.82
90		4,214	351.03	4,843	403.42	4,677	389.59	5,384	448.49

ISSUE AGE	PLAN G	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,643	136.86	1,888	157.27	1,825	152.02	2,098	174.76
66		1,643	136.86	1,888	157.27	1,825	152.02	2,098	174.76
67		1,643	136.86	1,888	157.27	1,825	152.02	2,098	174.76
68		1,689	140.69	1,942	161.77	1,876	156.27	2,157	179.68
69		1,741	145.03	2,003	166.85	1,935	161.19	2,227	185.51
70		1,788	148.94	2,057	171.35	1,985	165.35	2,285	190.34
71		1,831	152.52	2,105	175.35	2,035	169.52	2,340	194.92
72		1,873	156.02	2,154	179.43	2,081	173.35	2,392	199.25
73		1,907	158.85	2,194	182.76	2,120	176.60	2,439	203.17
74		1,940	161.60	2,231	185.84	2,156	179.59	2,477	206.33
75		1,967	163.85	2,263	188.51	2,186	182.09	2,513	209.33
76		1,990	165.77	2,288	190.59	2,212	184.26	2,542	211.75
77		2,009	167.35	2,312	192.59	2,233	186.01	2,568	213.91
78		2,030	169.10	2,335	194.51	2,257	188.01	2,595	216.16
79		2,049	170.68	2,358	196.42	2,278	189.76	2,618	218.08
80		2,068	172.26	2,378	198.09	2,296	191.26	2,643	220.16
81		2,085	173.68	2,398	199.75	2,317	193.01	2,666	222.08
82		2,103	175.18	2,418	201.42	2,337	194.67	2,688	223.91
83		2,118	176.43	2,437	203.00	2,355	196.17	2,708	225.58
84		2,134	177.76	2,454	204.42	2,372	197.59	2,728	227.24
85		2,150	179.10	2,472	205.92	2,389	199.00	2,747	228.83
86		2,162	180.09	2,487	207.17	2,403	200.17	2,762	230.07
87		2,174	181.09	2,500	208.25	2,417	201.34	2,779	231.49
88		2,194	182.76	2,523	210.17	2,439	203.17	2,805	233.66
89		2,214	184.43	2,548	212.25	2,461	205.00	2,830	235.74
90		2,233	186.01	2,570	214.08	2,484	206.92	2,855	237.82

ISSUE AGE	PLAN B	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		2,783	231.82	3,196	266.23	3,091	257.48	3,552	295.88
66		2,783	231.82	3,196	266.23	3,091	257.48	3,552	295.88
67		2,783	231.82	3,196	266.23	3,091	257.48	3,552	295.88
68		2,859	238.15	3,288	273.89	3,175	264.48	3,652	304.21
69		2,948	245.57	3,395	282.80	3,274	272.72	3,767	313.79
70		3,030	252.40	3,482	290.05	3,362	280.05	3,868	322.20
71		3,101	258.31	3,566	297.05	3,447	287.14	3,962	330.03
72		3,171	264.14	3,647	303.80	3,524	293.55	4,053	337.61
73		3,230	269.06	3,714	309.38	3,591	299.13	4,129	343.95
74		3,284	273.56	3,778	314.71	3,649	303.96	4,195	349.44
75		3,331	277.47	3,828	318.87	3,701	308.29	4,255	354.44
76		3,371	280.80	3,875	322.79	3,746	312.04	4,304	358.52
77		3,402	283.39	3,915	326.12	3,781	314.96	4,350	362.36
78		3,437	286.30	3,954	329.37	3,821	318.29	4,391	365.77
79		3,472	289.22	3,990	332.37	3,856	321.20	4,435	369.44
80		3,501	291.63	4,028	335.53	3,893	324.29	4,474	372.68
81		3,528	293.88	4,061	338.28	3,923	326.79	4,512	375.85
82		3,559	296.46	4,094	341.03	3,955	329.45	4,550	379.02
83		3,590	299.05	4,129	343.95	3,987	332.12	4,586	382.01
84		3,613	300.96	4,155	346.11	4,018	334.70	4,618	384.68
85		3,639	303.13	4,183	348.44	4,044	336.87	4,648	387.18
86		3,663	305.13	4,208	350.53	4,068	338.86	4,681	389.93
87		3,682	306.71	4,235	352.78	4,087	340.45	4,703	391.76
88		3,717	309.63	4,274	356.02	4,129	343.95	4,748	395.51
89		3,750	312.38	4,315	359.44	4,165	346.94	4,791	399.09
90		3,781	314.96	4,350	362.36	4,204	350.19	4,833	402.59

ISSUE AGE	PLAN HI F	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,090	90.80	1,256	104.62	1,213	101.04	1,394	116.12
66		1,090	90.80	1,256	104.62	1,213	101.04	1,394	116.12
67		1,090	90.80	1,256	104.62	1,213	101.04	1,394	116.12
68		1,121	93.38	1,288	107.29	1,245	103.71	1,432	119.29
69		1,150	95.80	1,324	110.29	1,279	106.54	1,468	122.28
70		1,177	98.04	1,354	112.79	1,307	108.87	1,504	125.28
71		1,201	100.04	1,383	115.20	1,335	111.21	1,535	127.87
72		1,224	101.96	1,410	117.45	1,361	113.37	1,563	130.20
73		1,243	103.54	1,429	119.04	1,382	115.12	1,587	132.20
74		1,259	104.87	1,450	120.79	1,400	116.62	1,609	134.03
75		1,274	106.12	1,465	122.03	1,415	117.87	1,629	135.70
76		1,285	107.04	1,476	122.95	1,427	118.87	1,640	136.61
77		1,292	107.62	1,485	123.70	1,436	119.62	1,652	137.61
78		1,300	108.29	1,496	124.62	1,446	120.45	1,661	138.36
79		1,308	108.96	1,504	125.28	1,453	121.03	1,671	139.19
80		1,316	109.62	1,513	126.03	1,459	121.53	1,682	140.11
81		1,325	110.37	1,523	126.87	1,470	122.45	1,691	140.86
82		1,335	111.21	1,533	127.70	1,483	123.53	1,705	142.03
83		1,345	112.04	1,544	128.62	1,493	124.37	1,717	143.03
84		1,352	112.62	1,555	129.53	1,503	125.20	1,728	143.94
85		1,361	113.37	1,563	130.20	1,511	125.87	1,739	144.86
86		1,366	113.79	1,572	130.95	1,520	126.62	1,747	145.53
87		1,375	114.54	1,581	131.70	1,527	127.20	1,756	146.27
88		1,386	115.45	1,596	132.95	1,541	128.37	1,770	147.44
89		1,398	116.45	1,607	133.86	1,554	129.45	1,786	148.77
90		1,410	117.45	1,619	134.86	1,566	130.45	1,801	150.02

ISSUE AGE	PLAN A	ZIP CODES 630, 631, 633, 640, 641							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		2,335	194.51	2,685	223.66	2,594	216.08	2,983	248.48
66		2,335	194.51	2,685	223.66	2,594	216.08	2,983	248.48
67		2,335	194.51	2,685	223.66	2,594	216.08	2,983	248.48
68		2,405	200.34	2,761	229.99	2,666	222.08	3,069	255.65
69		2,477	206.33	2,849	237.32	2,749	228.99	3,165	263.64
70		2,543	211.83	2,922	243.40	2,823	235.16	3,247	270.48
71		2,606	217.08	2,996	249.57	2,892	240.90	3,326	277.06
72		2,663	221.83	3,062	255.06	2,955	246.15	3,399	283.14
73		2,712	225.91	3,119	259.81	3,011	250.82	3,465	288.63
74		2,757	229.66	3,170	264.06	3,065	255.31	3,522	293.38
75		2,797	232.99	3,216	267.89	3,106	258.73	3,572	297.55
76		2,829	235.66	3,252	270.89	3,141	261.65	3,615	301.13
77		2,858	238.07	3,284	273.56	3,177	264.64	3,651	304.13
78		2,885	240.32	3,319	276.47	3,209	267.31	3,686	307.04
79		2,914	242.74	3,351	279.14	3,237	269.64	3,721	309.96
80		2,943	245.15	3,380	281.55	3,266	272.06	3,755	312.79
81		2,966	247.07	3,408	283.89	3,291	274.14	3,786	315.37
82		2,985	248.65	3,436	286.22	3,319	276.47	3,819	318.12
83		3,013	250.98	3,463	288.47	3,348	278.89	3,849	320.62
84		3,035	252.82	3,488	290.55	3,372	280.89	3,876	322.87
85		3,054	254.40	3,512	292.55	3,394	282.72	3,903	325.12
86		3,072	255.90	3,533	294.30	3,414	284.39	3,927	327.12
87		3,091	257.48	3,554	296.05	3,434	286.05	3,947	328.79
88		3,119	259.81	3,590	299.05	3,465	288.63	3,986	332.03
89		3,149	262.31	3,617	301.30	3,498	291.38	4,022	335.03
90		3,175	264.48	3,655	304.46	3,529	293.97	4,057	337.95

ISSUE AGE	PLAN F	ZIP CODES 630, 631, 633, 640, 641							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		3,400	283.22	3,909	325.62	3,777	314.62	4,344	361.86
66		3,400	283.22	3,909	325.62	3,777	314.62	4,344	361.86
67		3,400	283.22	3,909	325.62	3,777	314.62	4,344	361.86
68		3,491	290.80	4,011	334.12	3,876	322.87	4,459	371.43
69		3,577	297.96	4,116	342.86	3,979	331.45	4,572	380.85
70		3,660	304.88	4,211	350.78	4,068	338.86	4,678	389.68
71		3,739	311.46	4,302	358.36	4,155	346.11	4,780	398.17
72		3,807	317.12	4,381	364.94	4,230	352.36	4,865	405.25
73		3,858	321.37	4,436	369.52	4,289	357.27	4,930	410.67
74		3,909	325.62	4,498	374.68	4,345	361.94	4,996	416.17
75		3,951	329.12	4,546	378.68	4,392	365.85	5,051	420.75
76		3,988	332.20	4,584	381.85	4,431	369.10	5,094	424.33
77		4,022	335.03	4,622	385.01	4,466	372.02	5,135	427.75
78		4,058	338.03	4,666	388.68	4,509	375.60	5,182	431.66
79		4,090	340.70	4,708	392.18	4,544	378.52	5,225	435.24
80		4,116	342.86	4,734	394.34	4,572	380.85	5,260	438.16
81		4,149	345.61	4,772	397.51	4,609	383.93	5,306	441.99
82		4,183	348.44	4,809	400.59	4,645	386.93	5,342	444.99
83		4,214	351.03	4,848	403.84	4,681	389.93	5,387	448.74
84		4,249	353.94	4,888	407.17	4,721	393.26	5,432	452.49
85		4,287	357.11	4,926	410.34	4,760	396.51	5,473	455.90
86		4,316	359.52	4,961	413.25	4,796	399.51	5,514	459.32
87		4,347	362.11	4,998	416.33	4,828	402.17	5,552	462.48
88		4,384	365.19	5,040	419.83	4,872	405.84	5,599	466.40
89		4,419	368.10	5,084	423.50	4,910	409.00	5,649	470.56
90		4,457	371.27	5,123	426.75	4,947	412.09	5,695	474.39

ISSUE AGE	PLAN G	ZIP CODES 630, 631, 633, 640, 641							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,738	144.78	1,997	166.35	1,931	160.85	2,219	184.84
66		1,738	144.78	1,997	166.35	1,931	160.85	2,219	184.84
67		1,738	144.78	1,997	166.35	1,931	160.85	2,219	184.84
68		1,786	148.77	2,054	171.10	1,984	165.27	2,281	190.01
69		1,841	153.36	2,119	176.51	2,047	170.52	2,355	196.17
70		1,891	157.52	2,176	181.26	2,100	174.93	2,417	201.34
71		1,937	161.35	2,226	185.43	2,153	179.34	2,475	206.17
72		1,981	165.02	2,278	189.76	2,201	183.34	2,530	210.75
73		2,017	168.02	2,321	193.34	2,242	186.76	2,580	214.91
74		2,052	170.93	2,360	196.59	2,280	189.92	2,620	218.25
75		2,080	173.26	2,394	199.42	2,312	192.59	2,658	221.41
76		2,104	175.26	2,420	201.59	2,340	194.92	2,688	223.91
77		2,125	177.01	2,445	203.67	2,362	196.75	2,716	226.24
78		2,147	178.85	2,470	205.75	2,387	198.84	2,745	228.66
79		2,167	180.51	2,494	207.75	2,409	200.67	2,769	230.66
80		2,187	182.18	2,516	209.58	2,429	202.34	2,795	232.82
81		2,206	183.76	2,537	211.33	2,451	204.17	2,819	234.82
82		2,224	185.26	2,558	213.08	2,472	205.92	2,844	236.91
83		2,241	186.68	2,577	214.66	2,490	207.42	2,864	238.57
84		2,257	188.01	2,596	216.25	2,509	209.00	2,885	240.32
85		2,274	189.42	2,615	217.83	2,527	210.50	2,905	241.99
86		2,287	190.51	2,630	219.08	2,542	211.75	2,922	243.40
87		2,299	191.51	2,644	220.25	2,556	212.91	2,939	244.82
88		2,321	193.34	2,669	222.33	2,580	214.91	2,967	247.15
89		2,342	195.09	2,695	224.49	2,603	216.83	2,993	249.32
90		2,362	196.75	2,718	226.41	2,627	218.83	3,020	251.57

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 Issue 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).

ISSUE AGE	PLAN B	ZIP CODES 630, 631, 633, 640, 641							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		2,944	245.24	3,380	281.55	3,269	272.31	3,757	312.96
66		2,944	245.24	3,380	281.55	3,269	272.31	3,757	312.96
67		2,944	245.24	3,380	281.55	3,269	272.31	3,757	312.96
68		3,024	251.90	3,478	289.72	3,358	279.72	3,863	321.79
69		3,119	259.81	3,590	299.05	3,463	288.47	3,984	331.87
70		3,204	266.89	3,683	306.79	3,556	296.21	4,091	340.78
71		3,280	273.22	3,772	314.21	3,645	303.63	4,191	349.11
72		3,354	279.39	3,858	321.37	3,727	310.46	4,287	357.11
73		3,417	284.64	3,928	327.20	3,798	316.37	4,367	363.77
74		3,474	289.38	3,996	332.87	3,860	321.54	4,437	369.60
75		3,523	293.47	4,049	337.28	3,915	326.12	4,500	374.85
76		3,565	296.96	4,099	341.45	3,962	330.03	4,552	379.18
77		3,598	299.71	4,140	344.86	4,000	333.20	4,601	383.26
78		3,636	302.88	4,182	348.36	4,041	336.62	4,644	386.85
79		3,672	305.88	4,221	351.61	4,079	339.78	4,690	390.68
80		3,703	308.46	4,260	354.86	4,117	342.95	4,732	394.18
81		3,731	310.79	4,296	357.86	4,149	345.61	4,772	397.51
82		3,764	313.54	4,331	360.77	4,183	348.44	4,813	400.92
83		3,797	316.29	4,367	363.77	4,217	351.28	4,851	404.09
84		3,821	318.29	4,395	366.10	4,249	353.94	4,884	406.84
85		3,849	320.62	4,424	368.52	4,277	356.27	4,916	409.50
86		3,874	322.70	4,451	370.77	4,303	358.44	4,951	412.42
87		3,894	324.37	4,479	373.10	4,323	360.11	4,974	414.33
88		3,931	327.45	4,521	376.60	4,367	363.77	5,022	418.33
89		3,967	330.45	4,564	380.18	4,406	367.02	5,068	422.16
90		4,000	333.20	4,601	383.26	4,446	370.35	5,112	425.83