

ISSUE AGE	PLAN A		ALL OTHER ZIP CODES							
			PREFERRED				STANDARD			
			FEMALE		MALE		FEMALE		MALE	
			ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	1,294	107.79	1,488	123.95	1,437	119.70	1,653	137.69		
66	1,294	107.79	1,488	123.95	1,437	119.70	1,653	137.69		
67	1,294	107.79	1,488	123.95	1,437	119.70	1,653	137.69		
68	1,330	110.79	1,529	127.37	1,479	123.20	1,701	141.69		
69	1,372	114.29	1,577	131.36	1,524	126.95	1,752	145.94		
70	1,408	117.29	1,618	134.78	1,565	130.36	1,799	149.86		
71	1,443	120.20	1,660	138.28	1,603	133.53	1,844	153.61		
72	1,475	122.87	1,697	141.36	1,638	136.45	1,885	157.02		
73	1,504	125.28	1,729	144.03	1,669	139.03	1,919	159.85		
74	1,528	127.28	1,756	146.27	1,698	141.44	1,951	162.52		
75	1,551	129.20	1,783	148.52	1,721	143.36	1,981	165.02		
76	1,568	130.61	1,801	150.02	1,742	145.11	2,003	166.85		
77	1,584	131.95	1,819	151.52	1,762	146.77	2,024	168.60		
78	1,598	133.11	1,841	153.36	1,778	148.11	2,043	170.18		
79	1,615	134.53	1,857	154.69	1,794	149.44	2,063	171.85		
80	1,631	135.86	1,873	156.02	1,810	150.77	2,081	173.35		
81	1,643	136.86	1,888	157.27	1,824	151.94	2,097	174.68		
82	1,655	137.86	1,904	158.60	1,841	153.36	2,115	176.18		
83	1,671	139.19	1,919	159.85	1,856	154.60	2,134	177.76		
84	1,681	140.03	1,933	161.02	1,869	155.69	2,148	178.93		
85	1,692	140.94	1,947	162.19	1,878	156.44	2,163	180.18		
86	1,703	141.86	1,958	163.10	1,892	157.60	2,177	181.34		
87	1,712	142.61	1,968	163.93	1,904	158.60	2,187	182.18		
88	1,729	144.03	1,988	165.60	1,919	159.85	2,209	184.01		
89	1,745	145.36	2,005	167.02	1,938	161.44	2,228	185.59		
90	1,761	146.69	2,025	168.68	1,955	162.85	2,248	187.26		

ISSUE AGE	PLAN F		ALL OTHER ZIP CODES							
			PREFERRED				STANDARD			
			FEMALE		MALE		FEMALE		MALE	
			ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	1,916	159.60	2,205	183.68	2,129	177.35	2,451	204.17		
66	1,916	159.60	2,205	183.68	2,129	177.35	2,451	204.17		
67	1,916	159.60	2,205	183.68	2,129	177.35	2,451	204.17		
68	1,967	163.85	2,261	188.34	2,186	182.09	2,514	209.42		
69	2,017	168.02	2,323	193.51	2,244	186.93	2,578	214.75		
70	2,064	171.93	2,374	197.75	2,295	191.17	2,639	219.83		
71	2,108	175.60	2,425	202.00	2,342	195.09	2,696	224.58		
72	2,146	178.76	2,470	205.75	2,385	198.67	2,743	228.49		
73	2,177	181.34	2,501	208.33	2,418	201.42	2,781	231.66		
74	2,205	183.68	2,537	211.33	2,452	204.25	2,817	234.66		
75	2,228	185.59	2,562	213.41	2,477	206.33	2,848	237.24		
76	2,248	187.26	2,585	215.33	2,499	208.17	2,873	239.32		
77	2,268	188.92	2,606	217.08	2,518	209.75	2,896	241.24		
78	2,289	190.67	2,632	219.25	2,543	211.83	2,922	243.40		
79	2,308	192.26	2,655	221.16	2,562	213.41	2,947	245.49		
80	2,323	193.51	2,670	222.41	2,578	214.75	2,965	246.98		
81	2,340	194.92	2,689	223.99	2,598	216.41	2,992	249.23		
82	2,358	196.42	2,712	225.91	2,620	218.25	3,013	250.98		
83	2,375	197.84	2,732	227.58	2,640	219.91	3,038	253.07		
84	2,396	199.59	2,756	229.57	2,663	221.83	3,062	255.06		
85	2,416	201.25	2,778	231.41	2,686	223.74	3,088	257.23		
86	2,433	202.67	2,798	233.07	2,703	225.16	3,109	258.98		
87	2,452	204.25	2,818	234.74	2,723	226.83	3,131	260.81		
88	2,471	205.83	2,843	236.82	2,746	228.74	3,158	263.06		
89	2,493	207.67	2,867	238.82	2,768	230.57	3,185	265.31		
90	2,514	209.42	2,888	240.57	2,791	232.49	3,210	267.39		

ISSUE AGE	PLAN G		ALL OTHER ZIP CODES							
			PREFERRED				STANDARD			
			FEMALE		MALE		FEMALE		MALE	
			ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	1,290	107.46	1,482	123.45	1,434	119.45	1,648	137.28		
66	1,290	107.46	1,482	123.45	1,434	119.45	1,648	137.28		
67	1,290	107.46	1,482	123.45	1,434	119.45	1,648	137.28		
68	1,324	110.29	1,526	127.12	1,473	122.70	1,694	141.11		
69	1,368	113.95	1,574	131.11	1,521	126.70	1,748	145.61		
70	1,403	116.87	1,616	134.61	1,559	129.86	1,793	149.36		
71	1,437	119.70	1,653	137.69	1,598	133.11	1,839	153.19		
72	1,470	122.45	1,690	140.78	1,634	136.11	1,878	156.44		
73	1,499	124.87	1,723	143.53	1,665	138.69	1,914	159.44		
74	1,524	126.95	1,752	145.94	1,692	140.94	1,945	162.02		
75	1,544	128.62	1,776	147.94	1,717	143.03	1,973	164.35		
76	1,563	130.20	1,797	149.69	1,736	144.61	1,996	166.27		
77	1,577	131.36	1,816	151.27	1,754	146.11	2,016	167.93		
78	1,594	132.78	1,835	152.86	1,772	147.61	2,037	169.68		
79	1,608	133.95	1,850	154.11	1,788	148.94	2,056	171.26		
80	1,623	135.20	1,868	155.60	1,804	150.27	2,074	172.76		
81	1,637	136.36	1,883	156.85	1,820	151.61	2,092	174.26		
82	1,651	137.53	1,899	158.19	1,835	152.86	2,109	175.68		
83	1,665	138.69	1,914	159.44	1,850	154.11	2,125	177.01		
84	1,675	139.53	1,927	160.52	1,861	155.02	2,142	178.43		
85	1,688	140.61	1,940	161.60	1,875	156.19	2,156	179.59		
86	1,699	141.53	1,951	162.52	1,887	157.19	2,170	180.76		
87	1,706	142.11	1,962	163.43	1,898	158.10	2,183	181.84		
88	1,723	143.53	1,982	165.10	1,915	159.52	2,201	183.34		
89	1,738	144.78	2,000	166.60	1,932	160.94	2,222	185.09		
90	1,754	146.11	2,017	168.02	1,950	162.44	2,242	186.76		

ISSUE AGE	PLAN B		ALL OTHER ZIP CODES							
			PREFERRED				STANDARD			
			FEMALE		MALE		FEMALE		MALE	
			ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	1,632	135.95	1,873	156.02	1,811	150.86	2,082	173.43		
66	1,632	135.95	1,873	156.02	1,811	150.86	2,082	173.43		
67	1,632	135.95	1,873	156.02	1,811	150.86	2,082	173.43		
68	1,676	139.61	1,928	160.60	1,862	155.10	2,141	178.35		
69	1,729	144.03	1,988	165.60	1,919	159.85	2,208	183.93		
70	1,776	147.94	2,040	169.93	1,972	164.27	2,267	188.84		
71	1,818	151.44	2,091	174.18	2,021	168.35	2,323	193.51		
72	1,859	154.85	2,139	178.18	2,066	172.10	2,375	197.84		
73	1,893	157.69	2,178	181.43	2,105	175.35	2,419	201.50		
74	1,927	160.52	2,214	184.43	2,139	178.18	2,461	205.00		
75	1,952	162.60	2,245	187.01	2,170	180.76	2,494	207.75		
76	1,975	164.52	2,269	189.01	2,194	182.76	2,521	210.00		
77	1,995	166.18	2,295	191.17	2,217	184.68	2,549	212.33		
78	2,016	167.93	2,319	193.17	2,238	186.43	2,573	214.33		
79	2,036	169.60	2,339	194.84	2,261	188.34	2,598	216.41		
80	2,052	170.93	2,360	196.59	2,280	189.92	2,624	218.58		
81	2,069	172.35	2,379	198.17	2,299	191.51	2,645	220.33		
82	2,085	173.68	2,400	199.92	2,320	193.26	2,667	222.16		
83	2,103	175.18	2,419	201.50	2,337	194.67	2,687	223.83		
84	2,118	176.43	2,434	202.75	2,355	196.17	2,706	225.41		
85	2,134	177.76	2,452	204.25	2,370	197.42	2,724	226.91		
86	2,147	178.85	2,467	205.50	2,386	198.75	2,743	228.49		
87	2,158	179.76	2,481	206.67	2,396	199.59	2,756	229.57		
88	2,179	181.51	2,505	208.67	2,419	201.50	2,782	231.74		
89	2,199	183.18	2,530	210.75	2,441	203.34	2,809	233.99		
90	2,217	184.68	2,549	212.33	2,464	205.25	2,833	235.99		

ISSUE AGE	PLAN A	ZIP CODES 850							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,487	123.87	1,710	142.44	1,651	137.53	1,900	158.27
66		1,487	123.87	1,710	142.44	1,651	137.53	1,900	158.27
67		1,487	123.87	1,710	142.44	1,651	137.53	1,900	158.27
68		1,528	127.28	1,757	146.36	1,699	141.53	1,955	162.85
69		1,577	131.36	1,812	150.94	1,751	145.86	2,013	167.68
70		1,618	134.78	1,859	154.85	1,798	149.77	2,067	172.18
71		1,658	138.11	1,907	158.85	1,841	153.36	2,119	176.51
72		1,695	141.19	1,949	162.35	1,882	156.77	2,165	180.34
73		1,728	143.94	1,986	165.43	1,918	159.77	2,205	183.68
74		1,756	146.27	2,017	168.02	1,950	162.44	2,242	186.76
75		1,782	148.44	2,049	170.68	1,977	164.68	2,276	189.59
76		1,801	150.02	2,069	172.35	2,001	166.68	2,301	191.67
77		1,820	151.61	2,090	174.10	2,024	168.60	2,325	193.67
78		1,836	152.94	2,115	176.18	2,042	170.10	2,347	195.51
79		1,855	154.52	2,133	177.68	2,061	171.68	2,371	197.50
80		1,874	156.10	2,152	179.26	2,080	173.26	2,391	199.17
81		1,888	157.27	2,169	180.68	2,095	174.51	2,409	200.67
82		1,902	158.44	2,188	182.26	2,115	176.18	2,430	202.42
83		1,920	159.94	2,205	183.68	2,132	177.60	2,452	204.25
84		1,931	160.85	2,220	184.93	2,147	178.85	2,468	205.58
85		1,944	161.94	2,237	186.34	2,158	179.76	2,485	207.00
86		1,957	163.02	2,250	187.43	2,174	181.09	2,501	208.33
87		1,967	163.85	2,262	188.42	2,187	182.18	2,513	209.33
88		1,986	165.43	2,284	190.26	2,205	183.68	2,538	211.42
89		2,004	166.93	2,304	191.92	2,227	185.51	2,560	213.25
90		2,023	168.52	2,326	193.76	2,246	187.09	2,582	215.08

ISSUE AGE	PLAN F	ZIP CODES 850							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		2,201	183.34	2,534	211.08	2,446	203.75	2,816	234.57
66		2,201	183.34	2,534	211.08	2,446	203.75	2,816	234.57
67		2,201	183.34	2,534	211.08	2,446	203.75	2,816	234.57
68		2,260	188.26	2,597	216.33	2,511	209.17	2,888	240.57
69		2,318	193.09	2,669	222.33	2,578	214.75	2,962	246.73
70		2,372	197.59	2,728	227.24	2,637	219.66	3,032	252.57
71		2,422	201.75	2,786	232.07	2,691	224.16	3,097	257.98
72		2,466	205.42	2,838	236.41	2,740	228.24	3,151	262.48
73		2,501	208.33	2,874	239.40	2,778	231.41	3,196	266.23
74		2,534	211.08	2,915	242.82	2,817	234.66	3,237	269.64
75		2,560	213.25	2,944	245.24	2,846	237.07	3,272	272.56
76		2,583	215.16	2,970	247.40	2,871	239.15	3,300	274.89
77		2,606	217.08	2,994	249.40	2,893	240.99	3,327	277.14
78		2,630	219.08	3,024	251.90	2,921	243.32	3,357	279.64
79		2,651	220.83	3,050	254.07	2,943	245.15	3,386	282.05
80		2,669	222.33	3,067	255.48	2,962	246.73	3,406	283.72
81		2,688	223.91	3,090	257.40	2,985	248.65	3,438	286.39
82		2,710	225.74	3,116	259.56	3,010	250.73	3,461	288.30
83		2,729	227.33	3,138	261.40	3,034	252.73	3,491	290.80
84		2,753	229.32	3,167	263.81	3,060	254.90	3,518	293.05
85		2,776	231.24	3,191	265.81	3,086	257.06	3,548	295.55
86		2,795	232.82	3,215	267.81	3,106	258.73	3,572	297.55
87		2,817	234.66	3,238	269.73	3,129	260.65	3,597	299.63
88		2,839	236.49	3,266	272.06	3,155	262.81	3,629	302.30
89		2,864	238.57	3,294	274.39	3,181	264.98	3,659	304.79
90		2,888	240.57	3,318	276.39	3,207	267.14	3,688	307.21

ISSUE AGE	PLAN G	ZIP CODES 850							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,482	123.45	1,703	141.86	1,647	137.20	1,893	157.69
66		1,482	123.45	1,703	141.86	1,647	137.20	1,893	157.69
67		1,482	123.45	1,703	141.86	1,647	137.20	1,893	157.69
68		1,522	126.78	1,753	146.02	1,692	140.94	1,946	162.10
69		1,571	130.86	1,808	150.61	1,747	145.53	2,009	167.35
70		1,612	134.28	1,857	154.69	1,791	149.19	2,060	171.60
71		1,651	137.53	1,900	158.27	1,836	152.94	2,112	175.93
72		1,689	140.69	1,942	161.77	1,877	156.35	2,158	179.76
73		1,723	143.53	1,980	164.93	1,913	159.35	2,199	183.18
74		1,751	145.86	2,013	167.68	1,944	161.94	2,235	186.18
75		1,774	147.77	2,040	169.93	1,973	164.35	2,267	188.84
76		1,796	149.61	2,065	172.01	1,995	166.18	2,293	191.01
77		1,812	150.94	2,087	173.85	2,015	167.85	2,317	193.01
78		1,832	152.61	2,108	175.60	2,036	169.60	2,340	194.92
79		1,848	153.94	2,125	177.01	2,054	171.10	2,362	196.75
80		1,865	155.35	2,146	178.76	2,073	172.68	2,382	198.42
81		1,880	156.60	2,163	180.18	2,091	174.18	2,404	200.25
82		1,896	157.94	2,182	181.76	2,108	175.60	2,424	201.92
83		1,913	159.35	2,199	183.18	2,125	177.01	2,442	203.42
84		1,925	160.35	2,214	184.43	2,138	178.10	2,461	205.00
85		1,940	161.60	2,229	185.68	2,155	179.51	2,478	206.42
86		1,952	162.60	2,242	186.76	2,168	180.59	2,493	207.67
87		1,960	163.27	2,254	187.76	2,181	181.68	2,508	208.92
88		1,980	164.93	2,278	189.76	2,200	183.26	2,529	210.67
89		1,997	166.35	2,298	191.42	2,219	184.84	2,553	212.66
90		2,015	167.85	2,318	193.09	2,240	186.59	2,576	214.58

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 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 850							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,875	156.19	2,152	179.26	2,081	173.35	2,392	199.25
66		1,875	156.19	2,152	179.26	2,081	173.35	2,392	199.25
67		1,875	156.19	2,152	179.26	2,081	173.35	2,392	199.25
68		1,926	160.44	2,215	184.51	2,139	178.18	2,460	204.92
69		1,986	165.43	2,284	190.26	2,205	183.68	2,537	211.33
70		2,040	169.93	2,344	195.26	2,266	188.76	2,605	217.00
71		2,089	174.01	2,402	200.09	2,322	193.42	2,669	222.33
72		2,136	177.93	2,457	204.67	2,374	197.75	2,729	227.33
73		2,175	181.18	2,502	208.42	2,418	201.42	2,779	231.49
74		2,214	184.43	2,543	211.83	2,458	204.75	2,827	235.49
75		2,243	186.84	2,579	214.83	2,493	207.67	2,865	238.65
76		2,269	189.01	2,607	217.16	2,521	210.00	2,897	241.32
77		2,292	190.92	2,637	219.66	2,547	212.17	2,929	243.99
78		2,317	193.01	2,664	221.91	2,571	214.16	2,956	246.23
79		2,339	194.84	2,687	223.83	2,597	216.33	2,985	248.65
80		2,358	196.42	2,712	225.91	2,620	218.25	3,014	251.07
81		2,377	198.00	2,733	227.66	2,642	220.08	3,039	253.15
82		2,395	199.50	2,757	229.66	2,665	221.99	3,064	255.23
83		2,416	201.25	2,779	231.49	2,685	223.66	3,088	257.23
84		2,433	202.67	2,796	232.91	2,705	225.33	3,109	258.98
85		2,452	204.25	2,817	234.66	2,723	226.83	3,130	260.73
86		2,467	205.50	2,834	236.07	2,741	228.33	3,151	262.48
87		2,480	206.58	2,850	237.41	2,753	229.32	3,167	263.81
88		2,503	208.50	2,878	239.74	2,779	231.49	3,197	266.31
89		2,526	210.42	2,906	242.07	2,805	233.66	3,227	268.81
90		2,547	212.17	2,929	243.99	2,831	235.82	3,255	271.14