

ATTAINED AGE	PLAN A	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,053	87.71	1,210	100.79	1,170	97.46	1,345	112.04
66		1,084	90.30	1,246	103.79	1,204	100.29	1,384	115.29
67		1,115	92.88	1,282	106.79	1,239	103.21	1,424	118.62
68		1,146	95.46	1,318	109.79	1,274	106.12	1,466	122.12
69		1,176	97.96	1,352	112.62	1,307	108.87	1,503	125.20
70		1,206	100.46	1,387	115.54	1,340	111.62	1,541	128.37
71		1,237	103.04	1,422	118.45	1,374	114.45	1,580	131.61
72		1,266	105.46	1,455	121.20	1,407	117.20	1,618	134.78
73		1,293	107.71	1,486	123.78	1,436	119.62	1,651	137.53
74		1,319	109.87	1,517	126.37	1,466	122.12	1,685	140.36
75		1,346	112.12	1,548	128.95	1,496	124.62	1,720	143.28
76		1,372	114.29	1,578	131.45	1,524	126.95	1,753	146.02
77		1,398	116.45	1,608	133.95	1,553	129.36	1,786	148.77
78		1,410	117.45	1,621	135.03	1,567	130.53	1,801	150.02
79		1,421	118.37	1,635	136.20	1,579	131.53	1,816	151.27
80		1,434	119.45	1,649	137.36	1,593	132.70	1,832	152.61
81		1,445	120.37	1,661	138.36	1,606	133.78	1,847	153.86
82		1,456	121.28	1,675	139.53	1,618	134.78	1,861	155.02
83		1,472	122.62	1,692	140.94	1,636	136.28	1,881	156.69
84		1,487	123.87	1,711	142.53	1,652	137.61	1,900	158.27
85		1,499	124.87	1,723	143.53	1,666	138.78	1,916	159.60
86		1,510	125.78	1,737	144.69	1,678	139.78	1,929	160.69
87		1,521	126.70	1,750	145.78	1,690	140.78	1,944	161.94
88		1,533	127.70	1,762	146.77	1,703	141.86	1,958	163.10
89		1,544	128.62	1,776	147.94	1,716	142.94	1,973	164.35
90		1,556	129.61	1,790	149.11	1,729	144.03	1,989	165.68

ATTAINED AGE	PLAN F	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,472	122.62	1,692	140.94	1,636	136.28	1,881	156.69
66		1,525	127.03	1,754	146.11	1,693	141.03	1,948	162.27
67		1,577	131.36	1,815	151.19	1,753	146.02	2,016	167.93
68		1,629	135.70	1,873	156.02	1,811	150.86	2,082	173.43
69		1,681	140.03	1,933	161.02	1,867	155.52	2,147	178.85
70		1,731	144.19	1,990	165.77	1,923	160.19	2,211	184.18
71		1,781	148.36	2,047	170.52	1,978	164.77	2,274	189.42
72		1,831	152.52	2,106	175.43	2,034	169.43	2,339	194.84
73		1,885	157.02	2,167	180.51	2,094	174.43	2,408	200.59
74		1,938	161.44	2,229	185.68	2,153	179.34	2,476	206.25
75		1,990	165.77	2,290	190.76	2,213	184.34	2,545	212.00
76		2,045	170.35	2,352	195.92	2,272	189.26	2,612	217.58
77		2,096	174.60	2,411	200.84	2,329	194.01	2,677	222.99
78		2,141	178.35	2,461	205.00	2,378	198.09	2,735	227.83
79		2,184	181.93	2,512	209.25	2,426	202.09	2,790	232.41
80		2,227	185.51	2,561	213.33	2,475	206.17	2,846	237.07
81		2,270	189.09	2,609	217.33	2,522	210.08	2,900	241.57
82		2,312	192.59	2,659	221.49	2,569	214.00	2,954	246.07
83		2,356	196.25	2,709	225.66	2,619	218.16	3,011	250.82
84		2,401	200.00	2,759	229.82	2,667	222.16	3,067	255.48
85		2,438	203.09	2,803	233.49	2,708	225.58	3,114	259.40
86		2,476	206.25	2,848	237.24	2,751	229.16	3,164	263.56
87		2,514	209.42	2,891	240.82	2,793	232.66	3,213	267.64
88		2,554	212.75	2,936	244.57	2,838	236.41	3,263	271.81
89		2,593	216.00	2,983	248.48	2,882	240.07	3,314	276.06
90		2,632	219.25	3,027	252.15	2,924	243.57	3,363	280.14

ATTAINED AGE	PLAN G	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,062	88.46	1,221	101.71	1,180	98.29	1,357	113.04
66		1,101	91.71	1,266	105.46	1,223	101.88	1,406	117.12
67		1,140	94.96	1,311	109.21	1,266	105.46	1,456	121.28
68		1,177	98.04	1,354	112.79	1,308	108.96	1,504	125.28
69		1,215	101.21	1,398	116.45	1,350	112.46	1,553	129.36
70		1,252	104.29	1,440	119.95	1,391	115.87	1,600	133.28
71		1,289	107.37	1,483	123.53	1,433	119.37	1,648	137.28
72		1,326	110.46	1,525	127.03	1,473	122.70	1,694	141.11
73		1,367	113.87	1,571	130.86	1,519	126.53	1,747	145.53
74		1,407	117.20	1,618	134.78	1,563	130.20	1,798	149.77
75		1,447	120.54	1,663	138.53	1,607	133.86	1,848	153.94
76		1,486	123.78	1,709	142.36	1,651	137.53	1,899	158.19
77		1,526	127.12	1,754	146.11	1,695	141.19	1,950	162.44
78		1,560	129.95	1,794	149.44	1,734	144.44	1,993	166.02
79		1,594	132.78	1,833	152.69	1,771	147.52	2,036	169.60
80		1,627	135.53	1,871	155.85	1,808	150.61	2,079	173.18
81		1,661	138.36	1,910	159.10	1,846	153.77	2,122	176.76
82		1,693	141.03	1,947	162.19	1,882	156.77	2,164	180.26
83		1,729	144.03	1,989	165.68	1,921	160.02	2,209	184.01
84		1,765	147.02	2,030	169.10	1,961	163.35	2,255	187.84
85		1,796	149.61	2,065	172.01	1,995	166.18	2,294	191.09
86		1,828	152.27	2,102	175.10	2,030	169.10	2,335	194.51
87		1,859	154.85	2,138	178.10	2,066	172.10	2,375	197.84
88		1,892	157.60	2,176	181.26	2,102	175.10	2,417	201.34
89		1,925	160.35	2,214	184.43	2,139	178.18	2,460	204.92
90		1,957	163.02	2,250	187.43	2,174	181.09	2,500	208.25

ATTAINED AGE	PLAN B	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,273	106.04	1,464	121.95	1,413	117.70	1,625	135.36
66		1,316	109.62	1,513	126.03	1,463	121.87	1,682	140.11
67		1,360	113.29	1,564	130.28	1,511	125.87	1,738	144.78
68		1,403	116.87	1,614	134.45	1,558	129.78	1,792	149.27
69		1,445	120.37	1,662	138.44	1,606	133.78	1,847	153.86
70		1,486	123.78	1,710	142.44	1,652	137.61	1,900	158.27
71		1,529	127.37	1,758	146.44	1,698	141.44	1,953	162.68
72		1,571	130.86	1,806	150.44	1,744	145.28	2,006	167.10
73		1,614	134.45	1,856	154.60	1,793	149.36	2,062	171.76
74		1,656	137.94	1,905	158.69	1,840	153.27	2,118	176.43
75		1,699	141.53	1,954	162.77	1,887	157.19	2,171	180.84
76		1,741	145.03	2,003	166.85	1,936	161.27	2,226	185.43
77		1,784	148.61	2,051	170.85	1,982	165.10	2,279	189.84
78		1,816	151.27	2,089	174.01	2,018	168.10	2,321	193.34
79		1,848	153.94	2,126	177.10	2,053	171.01	2,360	196.59
80		1,880	156.60	2,162	180.09	2,090	174.10	2,402	200.09
81		1,912	159.27	2,199	183.18	2,125	177.01	2,444	203.59
82		1,943	161.85	2,234	186.09	2,159	179.84	2,483	206.83
83		1,973	164.35	2,269	189.01	2,192	182.59	2,521	210.00
84		2,003	166.85	2,304	191.92	2,226	185.43	2,559	213.16
85		2,027	168.85	2,330	194.09	2,251	187.51	2,588	215.58
86		2,051	170.85	2,358	196.42	2,279	189.84	2,620	218.25
87		2,077	173.01	2,388	198.92	2,307	192.17	2,653	220.99
88		2,100	174.93	2,416	201.25	2,335	194.51	2,685	223.66
89		2,126	177.10	2,445	203.67	2,361	196.67	2,716	226.24
90		2,151	179.18	2,473	206.00	2,389	199.00	2,748	228.91

ATTAINED AGE	PLAN HI F	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	553	46.06	637	53.06	615	51.23	708	58.98	
66	573	47.73	658	54.81	637	53.06	732	60.98	
67	592	49.31	681	56.73	658	54.81	757	63.06	
68	612	50.98	703	58.56	680	56.64	782	65.14	
69	631	52.56	726	60.48	701	58.39	806	67.14	
70	650	54.15	748	62.31	722	60.14	830	69.14	
71	668	55.64	768	63.97	743	61.89	854	71.14	
72	687	57.23	790	65.81	763	63.56	878	73.14	
73	708	58.98	814	67.81	786	65.47	903	75.22	
74	728	60.64	837	69.72	810	67.47	931	77.55	
75	748	62.31	860	71.64	831	69.22	956	79.63	
76	767	63.89	883	73.55	853	71.05	981	81.72	
77	787	65.56	905	75.39	874	72.80	1,005	83.72	
78	803	66.89	924	76.97	893	74.39	1,027	85.55	
79	820	68.31	942	78.47	911	75.89	1,048	87.30	
80	836	69.64	962	80.13	929	77.39	1,068	88.96	
81	853	71.05	981	81.72	948	78.97	1,090	90.80	
82	868	72.30	998	83.13	965	80.38	1,110	92.46	
83	885	73.72	1,018	84.80	983	81.88	1,130	94.13	
84	901	75.05	1,036	86.30	1,001	83.38	1,152	95.96	
85	916	76.30	1,053	87.71	1,018	84.80	1,170	97.46	
86	930	77.47	1,069	89.05	1,033	86.05	1,188	98.96	
87	945	78.72	1,087	90.55	1,050	87.47	1,207	100.54	
88	959	79.88	1,103	91.88	1,065	88.71	1,225	102.04	
89	973	81.05	1,120	93.30	1,082	90.13	1,244	103.63	
90	989	82.38	1,137	94.71	1,099	91.55	1,264	105.29	

ATTAINED AGE	PLAN A	ZIP CODES 462-464							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,232	102.63	1,416	117.95	1,369	114.04	1,574	131.11
66		1,268	105.62	1,458	121.45	1,409	117.37	1,619	134.86
67		1,305	108.71	1,500	124.95	1,450	120.79	1,666	138.78
68		1,341	111.71	1,542	128.45	1,491	124.20	1,715	142.86
69		1,376	114.62	1,582	131.78	1,529	127.37	1,759	146.52
70		1,411	117.54	1,623	135.20	1,568	130.61	1,803	150.19
71		1,447	120.54	1,664	138.61	1,608	133.95	1,849	154.02
72		1,481	123.37	1,702	141.78	1,646	137.11	1,893	157.69
73		1,513	126.03	1,739	144.86	1,680	139.94	1,932	160.94
74		1,543	128.53	1,775	147.86	1,715	142.86	1,971	164.18
75		1,575	131.20	1,811	150.86	1,750	145.78	2,012	167.60
76		1,605	133.70	1,846	153.77	1,783	148.52	2,051	170.85
77		1,636	136.28	1,881	156.69	1,817	151.36	2,090	174.10
78		1,650	137.45	1,897	158.02	1,833	152.69	2,107	175.51
79		1,663	138.53	1,913	159.35	1,847	153.86	2,125	177.01
80		1,678	139.78	1,929	160.69	1,864	155.27	2,143	178.51
81		1,691	140.86	1,943	161.85	1,879	156.52	2,161	180.01
82		1,704	141.94	1,960	163.27	1,893	157.69	2,177	181.34
83		1,722	143.44	1,980	164.93	1,914	159.44	2,201	183.34
84		1,740	144.94	2,002	166.77	1,933	161.02	2,223	185.18
85		1,754	146.11	2,016	167.93	1,949	162.35	2,242	186.76
86		1,767	147.19	2,032	169.27	1,963	163.52	2,257	188.01
87		1,780	148.27	2,048	170.60	1,977	164.68	2,274	189.42
88		1,794	149.44	2,062	171.76	1,993	166.02	2,291	190.84
89		1,806	150.44	2,078	173.10	2,008	167.27	2,308	192.26
90		1,821	151.69	2,094	174.43	2,023	168.52	2,327	193.84

ATTAINED AGE	PLAN F	ZIP CODES 462-464							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,722	143.44	1,980	164.93	1,914	159.44	2,201	183.34
66		1,784	148.61	2,052	170.93	1,981	165.02	2,279	189.84
67		1,845	153.69	2,124	176.93	2,051	170.85	2,359	196.50
68		1,906	158.77	2,191	182.51	2,119	176.51	2,436	202.92
69		1,967	163.85	2,262	188.42	2,184	181.93	2,512	209.25
70		2,025	168.68	2,328	193.92	2,250	187.43	2,587	215.50
71		2,084	173.60	2,395	199.50	2,314	192.76	2,661	221.66
72		2,142	178.43	2,464	205.25	2,380	198.25	2,737	227.99
73		2,205	183.68	2,535	211.17	2,450	204.09	2,817	234.66
74		2,267	188.84	2,608	217.25	2,519	209.83	2,897	241.32
75		2,328	193.92	2,679	223.16	2,589	215.66	2,978	248.07
76		2,393	199.34	2,752	229.24	2,658	221.41	3,056	254.56
77		2,452	204.25	2,821	234.99	2,725	226.99	3,132	260.90
78		2,505	208.67	2,879	239.82	2,782	231.74	3,200	266.56
79		2,555	212.83	2,939	244.82	2,838	236.41	3,264	271.89
80		2,606	217.08	2,996	249.57	2,896	241.24	3,330	277.39
81		2,656	221.24	3,053	254.31	2,951	245.82	3,393	282.64
82		2,705	225.33	3,111	259.15	3,006	250.40	3,456	287.88
83		2,757	229.66	3,170	264.06	3,064	255.23	3,523	293.47
84		2,809	233.99	3,228	268.89	3,120	259.90	3,588	298.88
85		2,852	237.57	3,280	273.22	3,168	263.89	3,643	303.46
86		2,897	241.32	3,332	277.56	3,219	268.14	3,702	308.38
87		2,941	244.99	3,382	281.72	3,268	272.22	3,759	313.12
88		2,988	248.90	3,435	286.14	3,320	276.56	3,818	318.04
89		3,034	252.73	3,490	290.72	3,372	280.89	3,877	322.95
90		3,079	256.48	3,542	295.05	3,421	284.97	3,935	327.79

ATTAINED AGE	PLAN G	ZIP CODES 462-464							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,243	103.54	1,429	119.04	1,381	115.04	1,588	132.28
66		1,288	107.29	1,481	123.37	1,431	119.20	1,645	137.03
67		1,334	111.12	1,534	127.78	1,481	123.37	1,704	141.94
68		1,377	114.70	1,584	131.95	1,530	127.45	1,760	146.61
69		1,422	118.45	1,636	136.28	1,580	131.61	1,817	151.36
70		1,465	122.03	1,685	140.36	1,627	135.53	1,872	155.94
71		1,508	125.62	1,735	144.53	1,677	139.69	1,928	160.60
72		1,551	129.20	1,784	148.61	1,723	143.53	1,982	165.10
73		1,599	133.20	1,838	153.11	1,777	148.02	2,044	170.27
74		1,646	137.11	1,893	157.69	1,829	152.36	2,104	175.26
75		1,693	141.03	1,946	162.10	1,880	156.60	2,162	180.09
76		1,739	144.86	2,000	166.60	1,932	160.94	2,222	185.09
77		1,785	148.69	2,052	170.93	1,983	165.18	2,282	190.09
78		1,825	152.02	2,099	174.85	2,029	169.02	2,332	194.26
79		1,865	155.35	2,145	178.68	2,072	172.60	2,382	198.42
80		1,904	158.60	2,189	182.34	2,115	176.18	2,432	202.59
81		1,943	161.85	2,235	186.18	2,160	179.93	2,483	206.83
82		1,981	165.02	2,278	189.76	2,202	183.43	2,532	210.92
83		2,023	168.52	2,327	193.84	2,248	187.26	2,585	215.33
84		2,065	172.01	2,375	197.84	2,294	191.09	2,638	219.75
85		2,101	175.01	2,416	201.25	2,334	194.42	2,684	223.58
86		2,139	178.18	2,459	204.83	2,375	197.84	2,732	227.58
87		2,175	181.18	2,501	208.33	2,417	201.34	2,779	231.49
88		2,214	184.43	2,546	212.08	2,459	204.83	2,828	235.57
89		2,252	187.59	2,590	215.75	2,503	208.50	2,878	239.74
90		2,290	190.76	2,633	219.33	2,544	211.92	2,925	243.65

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 10 working days from the date of application. Applications submitted by fax result in faster service. Fax applications where payment method selected is:

- Monthly (EFT required) and include a blank voided check for the account to be drafted and EFT authorization, or
- Any payment mode that includes an Electronic (FAX) Check Authorization form. Fax initial premium paid by a signed (live) check and authorizes recurring premiums to be paid by EFT.

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 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 462-464							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,489	124.03	1,713	142.69	1,653	137.69	1,901	158.35
66		1,540	128.28	1,770	147.44	1,712	142.61	1,968	163.93
67		1,591	132.53	1,830	152.44	1,768	147.27	2,033	169.35
68		1,642	136.78	1,888	157.27	1,823	151.86	2,097	174.68
69		1,691	140.86	1,945	162.02	1,879	156.52	2,161	180.01
70		1,739	144.86	2,001	166.68	1,933	161.02	2,223	185.18
71		1,789	149.02	2,057	171.35	1,987	165.52	2,285	190.34
72		1,838	153.11	2,113	176.01	2,040	169.93	2,347	195.51
73		1,888	157.27	2,172	180.93	2,098	174.76	2,413	201.00
74		1,938	161.44	2,229	185.68	2,153	179.34	2,478	206.42
75		1,988	165.60	2,286	190.42	2,208	183.93	2,540	211.58
76		2,037	169.68	2,344	195.26	2,265	188.67	2,604	216.91
77		2,087	173.85	2,400	199.92	2,319	193.17	2,666	222.08
78		2,125	177.01	2,444	203.59	2,361	196.67	2,716	226.24
79		2,162	180.09	2,487	207.17	2,402	200.09	2,761	229.99
80		2,200	183.26	2,530	210.75	2,445	203.67	2,810	234.07
81		2,237	186.34	2,573	214.33	2,486	207.08	2,859	238.15
82		2,273	189.34	2,614	217.75	2,526	210.42	2,905	241.99
83		2,308	192.26	2,655	221.16	2,565	213.66	2,950	245.74
84		2,344	195.26	2,696	224.58	2,604	216.91	2,994	249.40
85		2,372	197.59	2,726	227.08	2,634	219.41	3,028	252.23
86		2,400	199.92	2,759	229.82	2,666	222.08	3,065	255.31
87		2,430	202.42	2,794	232.74	2,699	224.83	3,104	258.56
88		2,457	204.67	2,827	235.49	2,732	227.58	3,141	261.65
89		2,487	207.17	2,861	238.32	2,762	230.07	3,178	264.73
90		2,517	209.67	2,893	240.99	2,795	232.82	3,215	267.81