

ATTAINED AGE	PLAN A		ALL OTHER ZIP CODES							
			PREFERRED				STANDARD			
			FEMALE		MALE		FEMALE		MALE	
	ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	1,233	102.71	1,418	118.12	1,370	114.12	1,576	131.28		
66	1,233	102.71	1,418	118.12	1,370	114.12	1,576	131.28		
67	1,233	102.71	1,418	118.12	1,370	114.12	1,576	131.28		
68	1,284	106.96	1,477	123.03	1,427	118.87	1,641	136.70		
69	1,341	111.71	1,543	128.53	1,490	124.12	1,715	142.86		
70	1,395	116.20	1,605	133.70	1,551	129.20	1,784	148.61		
71	1,448	120.62	1,665	138.69	1,609	134.03	1,852	154.27		
72	1,498	124.78	1,724	143.61	1,664	138.61	1,916	159.60		
73	1,546	128.78	1,779	148.19	1,718	143.11	1,978	164.77		
74	1,590	132.45	1,830	152.44	1,766	147.11	2,033	169.35		
75	1,630	135.78	1,876	156.27	1,811	150.86	2,085	173.68		
76	1,669	139.03	1,920	159.94	1,853	154.35	2,133	177.68		
77	1,704	141.94	1,960	163.27	1,892	157.60	2,178	181.43		
78	1,737	144.69	1,998	166.43	1,929	160.69	2,221	185.01		
79	1,766	147.11	2,032	169.27	1,962	163.43	2,259	188.17		
80	1,795	149.52	2,065	172.01	1,994	166.10	2,295	191.17		
81	1,821	151.69	2,096	174.60	2,024	168.60	2,329	194.01		
82	1,845	153.69	2,123	176.85	2,050	170.77	2,360	196.59		
83	1,869	155.69	2,151	179.18	2,076	172.93	2,390	199.09		
84	1,892	157.60	2,177	181.34	2,101	175.01	2,420	201.59		
85	1,915	159.52	2,203	183.51	2,126	177.10	2,450	204.09		
86	1,936	161.27	2,227	185.51	2,149	179.01	2,476	206.25		
87	1,957	163.02	2,251	187.51	2,172	180.93	2,502	208.42		
88	1,978	164.77	2,275	189.51	2,195	182.84	2,528	210.58		
89	1,996	166.27	2,296	191.26	2,216	184.59	2,551	212.50		
90	2,014	167.77	2,316	192.92	2,235	186.18	2,573	214.33		

ATTAINED AGE	PLAN F		ALL OTHER ZIP CODES							
			PREFERRED				STANDARD			
			FEMALE		MALE		FEMALE		MALE	
	ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	1,890	157.44	2,174	181.09	2,100	174.93	2,415	201.17		
66	1,890	157.44	2,174	181.09	2,100	174.93	2,415	201.17		
67	1,890	157.44	2,174	181.09	2,100	174.93	2,415	201.17		
68	1,969	164.02	2,265	188.67	2,187	182.18	2,516	209.58		
69	2,045	170.35	2,352	195.92	2,273	189.34	2,613	217.66		
70	2,120	176.60	2,438	203.09	2,355	196.17	2,708	225.58		
71	2,194	182.76	2,523	210.17	2,438	203.09	2,804	233.57		
72	2,264	188.59	2,603	216.83	2,516	209.58	2,892	240.90		
73	2,325	193.67	2,674	222.74	2,584	215.25	2,972	247.57		
74	2,385	198.67	2,743	228.49	2,651	220.83	3,048	253.90		
75	2,439	203.17	2,805	233.66	2,710	225.74	3,116	259.56		
76	2,486	207.08	2,860	238.24	2,763	230.16	3,177	264.64		
77	2,529	210.67	2,908	242.24	2,810	234.07	3,232	269.23		
78	2,567	213.83	2,952	245.90	2,853	237.65	3,281	273.31		
79	2,604	216.91	2,995	249.48	2,894	241.07	3,328	277.22		
80	2,637	219.66	3,033	252.65	2,930	244.07	3,369	280.64		
81	2,671	222.49	3,071	255.81	2,968	247.23	3,413	284.30		
82	2,705	225.33	3,111	259.15	3,005	250.32	3,456	287.88		
83	2,737	227.99	3,148	262.23	3,041	253.32	3,497	291.30		
84	2,770	230.74	3,185	265.31	3,078	256.40	3,539	294.80		
85	2,800	233.24	3,220	268.23	3,112	259.23	3,579	298.13		
86	2,828	235.57	3,252	270.89	3,142	261.73	3,614	301.05		
87	2,859	238.15	3,287	273.81	3,176	264.56	3,652	304.21		
88	2,883	240.15	3,315	276.14	3,204	266.89	3,684	306.88		
89	2,908	242.24	3,345	278.64	3,231	269.14	3,716	309.54		
90	2,933	244.32	3,373	280.97	3,259	271.47	3,749	312.29		

ATTAINED AGE	PLAN G		ALL OTHER ZIP CODES							
			PREFERRED				STANDARD			
			FEMALE		MALE		FEMALE		MALE	
	ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	1,588	132.28	1,826	152.11	1,764	146.94	2,029	169.02		
66	1,588	132.28	1,826	152.11	1,764	146.94	2,029	169.02		
67	1,588	132.28	1,826	152.11	1,764	146.94	2,029	169.02		
68	1,654	137.78	1,903	158.52	1,838	153.11	2,114	176.10		
69	1,727	143.86	1,988	165.60	1,919	159.85	2,208	183.93		
70	1,797	149.69	2,067	172.18	1,996	166.27	2,296	191.26		
71	1,865	155.35	2,145	178.68	2,072	172.60	2,384	198.59		
72	1,930	160.77	2,220	184.93	2,144	178.60	2,466	205.42		
73	1,992	165.93	2,291	190.84	2,213	184.34	2,545	212.00		
74	2,048	170.60	2,355	196.17	2,275	189.51	2,617	218.00		
75	2,099	174.85	2,415	201.17	2,333	194.34	2,683	223.49		
76	2,147	178.85	2,471	205.83	2,388	198.92	2,745	228.66		
77	2,193	182.68	2,523	210.17	2,438	203.09	2,804	233.57		
78	2,237	186.34	2,573	214.33	2,485	207.00	2,858	238.07		
79	2,275	189.51	2,617	218.00	2,528	210.58	2,907	242.15		
80	2,312	192.59	2,659	221.49	2,569	214.00	2,955	246.15		
81	2,346	195.42	2,697	224.66	2,607	217.16	2,998	249.73		
82	2,377	198.00	2,733	227.66	2,642	220.08	3,038	253.07		
83	2,409	200.67	2,769	230.66	2,676	222.91	3,078	256.40		
84	2,438	203.09	2,802	233.41	2,709	225.66	3,115	259.48		
85	2,468	205.58	2,836	236.24	2,742	228.41	3,153	262.64		
86	2,494	207.75	2,867	238.82	2,771	230.82	3,187	265.48		
87	2,520	209.92	2,897	241.32	2,800	233.24	3,220	268.23		
88	2,546	212.08	2,927	243.82	2,830	235.74	3,254	271.06		
89	2,569	214.00	2,955	246.15	2,856	237.90	3,284	273.56		
90	2,591	215.83	2,980	248.23	2,880	239.90	3,313	275.97		

ATTAINED AGE	PLAN B		ALL OTHER ZIP CODES							
			PREFERRED				STANDARD			
	FEMALE		MALE		FEMALE		MALE			
	ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT		
65	1,520	126.62	1,748	145.61	1,688	140.61	1,941	161.69		
66	1,520	126.62	1,748	145.61	1,688	140.61	1,941	161.69		
67	1,520	126.62	1,748	145.61	1,688	140.61	1,941	161.69		
68	1,583	131.86	1,821	151.69	1,759	146.52	2,022	168.43		
69	1,653	137.69	1,902	158.44	1,837	153.02	2,112	175.93		
70	1,720	143.28	1,979	164.85	1,911	159.19	2,197	183.01		
71	1,785	148.69	2,053	171.01	1,983	165.18	2,280	189.92		
72	1,847	153.86	2,124	176.93	2,052	170.93	2,359	196.50		
73	1,906	158.77	2,192	182.59	2,118	176.43	2,434	202.75		
74	1,960	163.27	2,254	187.76	2,177	181.34	2,503	208.50		
75	2,009	167.35	2,310	192.42	2,232	185.93	2,567	213.83		
76	2,056	171.26	2,364	196.92	2,283	190.17	2,626	218.75		
77	2,100	174.93	2,414	201.09	2,331	194.17	2,682	223.41		
78	2,141	178.35	2,462	205.08	2,377	198.00	2,734	227.74		
79	2,178	181.43	2,504	208.58	2,418	201.42	2,781	231.66		
80	2,213	184.34	2,545	212.00	2,457	204.67	2,826	235.41		
81	2,246	187.09	2,582	215.08	2,493	207.67	2,868	238.90		
82	2,275	189.51	2,616	217.91	2,526	210.42	2,906	242.07		
83	2,305	192.01	2,650	220.75	2,559	213.16	2,944	245.24		
84	2,333	194.34	2,683	223.49	2,591	215.83	2,981	248.32		
85	2,362	196.75	2,716	226.24	2,623	218.50	3,017	251.32		
86	2,387	198.84	2,745	228.66	2,651	220.83	3,050	254.07		
87	2,412	200.92	2,775	231.16	2,679	223.16	3,082	256.73		
88	2,437	203.00	2,804	233.57	2,708	225.58	3,115	259.48		
89	2,460	204.92	2,831	235.82	2,733	227.66	3,144	261.90		
90	2,481	206.67	2,855	237.82	2,756	229.57	3,171	264.14		

ATTAINED AGE	PLAN A	ZIP CODES 800-802							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,356	112.95	1,560	129.95	1,507	125.53	1,734	144.44
66		1,356	112.95	1,560	129.95	1,507	125.53	1,734	144.44
67		1,356	112.95	1,560	129.95	1,507	125.53	1,734	144.44
68		1,412	117.62	1,625	135.36	1,570	130.78	1,805	150.36
69		1,475	122.87	1,697	141.36	1,639	136.53	1,887	157.19
70		1,535	127.87	1,766	147.11	1,706	142.11	1,962	163.43
71		1,593	132.70	1,832	152.61	1,770	147.44	2,037	169.68
72		1,648	137.28	1,896	157.94	1,830	152.44	2,108	175.60
73		1,701	141.69	1,957	163.02	1,890	157.44	2,176	181.26
74		1,749	145.69	2,013	167.68	1,943	161.85	2,236	186.26
75		1,793	149.36	2,064	171.93	1,992	165.93	2,294	191.09
76		1,836	152.94	2,112	175.93	2,038	169.77	2,346	195.42
77		1,874	156.10	2,156	179.59	2,081	173.35	2,396	199.59
78		1,911	159.19	2,198	183.09	2,122	176.76	2,443	203.50
79		1,943	161.85	2,235	186.18	2,158	179.76	2,485	207.00
80		1,975	164.52	2,272	189.26	2,193	182.68	2,525	210.33
81		2,003	166.85	2,306	192.09	2,226	185.43	2,562	213.41
82		2,030	169.10	2,335	194.51	2,255	187.84	2,596	216.25
83		2,056	171.26	2,366	197.09	2,284	190.26	2,629	219.00
84		2,081	173.35	2,395	199.50	2,311	192.51	2,662	221.74
85		2,107	175.51	2,423	201.84	2,339	194.84	2,695	224.49
86		2,130	177.43	2,450	204.09	2,364	196.92	2,724	226.91
87		2,153	179.34	2,476	206.25	2,389	199.00	2,752	229.24
88		2,176	181.26	2,503	208.50	2,415	201.17	2,781	231.66
89		2,196	182.93	2,526	210.42	2,438	203.09	2,806	233.74
90		2,215	184.51	2,548	212.25	2,459	204.83	2,830	235.74

ATTAINED AGE	PLAN F	ZIP CODES 800-802							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		2,079	173.18	2,391	199.17	2,310	192.42	2,657	221.33
66		2,079	173.18	2,391	199.17	2,310	192.42	2,657	221.33
67		2,079	173.18	2,391	199.17	2,310	192.42	2,657	221.33
68		2,166	180.43	2,492	207.58	2,406	200.42	2,768	230.57
69		2,250	187.43	2,587	215.50	2,500	208.25	2,874	239.40
70		2,332	194.26	2,682	223.41	2,591	215.83	2,979	248.15
71		2,413	201.00	2,775	231.16	2,682	223.41	3,084	256.90
72		2,490	207.42	2,863	238.49	2,768	230.57	3,181	264.98
73		2,558	213.08	2,941	244.99	2,842	236.74	3,269	272.31
74		2,624	218.58	3,017	251.32	2,916	242.90	3,353	279.30
75		2,683	223.49	3,086	257.06	2,981	248.32	3,428	285.55
76		2,735	227.83	3,146	262.06	3,039	253.15	3,495	291.13
77		2,782	231.74	3,199	266.48	3,091	257.48	3,555	296.13
78		2,824	235.24	3,247	270.48	3,138	261.40	3,609	300.63
79		2,864	238.57	3,295	274.47	3,183	265.14	3,661	304.96
80		2,901	241.65	3,336	277.89	3,223	268.48	3,706	308.71
81		2,938	244.74	3,378	281.39	3,265	271.97	3,754	312.71
82		2,976	247.90	3,422	285.05	3,306	275.39	3,802	316.71
83		3,011	250.82	3,463	288.47	3,345	278.64	3,847	320.46
84		3,047	253.82	3,504	291.88	3,386	282.05	3,893	324.29
85		3,080	256.56	3,542	295.05	3,423	285.14	3,937	327.95
86		3,111	259.15	3,577	297.96	3,456	287.88	3,975	331.12
87		3,145	261.98	3,616	301.21	3,494	291.05	4,017	334.62
88		3,171	264.14	3,647	303.80	3,524	293.55	4,052	337.53
89		3,199	266.48	3,680	306.54	3,554	296.05	4,088	340.53
90		3,226	268.73	3,710	309.04	3,585	298.63	4,124	343.53

ATTAINED AGE	PLAN G	ZIP CODES 800-802							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,747	145.53	2,009	167.35	1,940	161.60	2,232	185.93
66		1,747	145.53	2,009	167.35	1,940	161.60	2,232	185.93
67		1,747	145.53	2,009	167.35	1,940	161.60	2,232	185.93
68		1,819	151.52	2,093	174.35	2,022	168.43	2,325	193.67
69		1,900	158.27	2,187	182.18	2,111	175.85	2,429	202.34
70		1,977	164.68	2,274	189.42	2,196	182.93	2,526	210.42
71		2,052	170.93	2,360	196.59	2,279	189.84	2,622	218.41
72		2,123	176.85	2,442	203.42	2,358	196.42	2,713	225.99
73		2,191	182.51	2,520	209.92	2,434	202.75	2,800	233.24
74		2,253	187.67	2,591	215.83	2,503	208.50	2,879	239.82
75		2,309	192.34	2,657	221.33	2,566	213.75	2,951	245.82
76		2,362	196.75	2,718	226.41	2,627	218.83	3,020	251.57
77		2,412	200.92	2,775	231.16	2,682	223.41	3,084	256.90
78		2,461	205.00	2,830	235.74	2,734	227.74	3,144	261.90
79		2,503	208.50	2,879	239.82	2,781	231.66	3,198	266.39
80		2,543	211.83	2,925	243.65	2,826	235.41	3,251	270.81
81		2,581	215.00	2,967	247.15	2,868	238.90	3,298	274.72
82		2,615	217.83	3,006	250.40	2,906	242.07	3,342	278.39
83		2,650	220.75	3,046	253.73	2,944	245.24	3,386	282.05
84		2,682	223.41	3,082	256.73	2,980	248.23	3,427	285.47
85		2,715	226.16	3,120	259.90	3,016	251.23	3,468	288.88
86		2,743	228.49	3,154	262.73	3,048	253.90	3,506	292.05
87		2,772	230.91	3,187	265.48	3,080	256.56	3,542	295.05
88		2,801	233.32	3,220	268.23	3,113	259.31	3,579	298.13
89		2,826	235.41	3,251	270.81	3,142	261.73	3,612	300.88
90		2,850	237.41	3,278	273.06	3,168	263.89	3,644	303.55

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 7% household discount

Modal premium
x Discount (.93)
= **Modal premium with discount** (round to nearest whole cent)

Example: \$157.35 x .93 = **\$146.3355 (\$146.34)**

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: \$146.34 + \$20 = **\$166.34**

- 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 800-802							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,672	139.28	1,923	160.19	1,857	154.69	2,135	177.85
66		1,672	139.28	1,923	160.19	1,857	154.69	2,135	177.85
67		1,672	139.28	1,923	160.19	1,857	154.69	2,135	177.85
68		1,741	145.03	2,003	166.85	1,935	161.19	2,224	185.26
69		1,818	151.44	2,092	174.26	2,021	168.35	2,323	193.51
70		1,892	157.60	2,177	181.34	2,102	175.10	2,417	201.34
71		1,964	163.60	2,258	188.09	2,181	181.68	2,508	208.92
72		2,032	169.27	2,336	194.59	2,257	188.01	2,595	216.16
73		2,097	174.68	2,411	200.84	2,330	194.09	2,677	222.99
74		2,156	179.59	2,479	206.50	2,395	199.50	2,753	229.32
75		2,210	184.09	2,541	211.67	2,455	204.50	2,824	235.24
76		2,262	188.42	2,600	216.58	2,511	209.17	2,889	240.65
77		2,310	192.42	2,655	221.16	2,564	213.58	2,950	245.74
78		2,355	196.17	2,708	225.58	2,615	217.83	3,007	250.48
79		2,396	199.59	2,754	229.41	2,660	221.58	3,059	254.81
80		2,434	202.75	2,800	233.24	2,703	225.16	3,109	258.98
81		2,471	205.83	2,840	236.57	2,742	228.41	3,155	262.81
82		2,503	208.50	2,878	239.74	2,779	231.49	3,197	266.31
83		2,536	211.25	2,915	242.82	2,815	234.49	3,238	269.73
84		2,566	213.75	2,951	245.82	2,850	237.41	3,279	273.14
85		2,598	216.41	2,988	248.90	2,885	240.32	3,319	276.47
86		2,626	218.75	3,020	251.57	2,916	242.90	3,355	279.47
87		2,653	220.99	3,053	254.31	2,947	245.49	3,390	282.39
88		2,681	223.33	3,084	256.90	2,979	248.15	3,427	285.47
89		2,706	225.41	3,114	259.40	3,006	250.40	3,458	288.05
90		2,729	227.33	3,141	261.65	3,032	252.57	3,488	290.55