

ATTAINED AGE	PLAN A	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,101	91.71	1,266	105.46	1,224	101.96	1,407	117.20
66		1,101	91.71	1,266	105.46	1,224	101.96	1,407	117.20
67		1,101	91.71	1,266	105.46	1,224	101.96	1,407	117.20
68		1,147	95.55	1,318	109.79	1,275	106.21	1,466	122.12
69		1,199	99.88	1,377	114.70	1,332	110.96	1,531	127.53
70		1,247	103.88	1,433	119.37	1,385	115.37	1,592	132.61
71		1,295	107.87	1,487	123.87	1,438	119.79	1,652	137.61
72		1,340	111.62	1,539	128.20	1,488	123.95	1,710	142.44
73		1,383	115.20	1,588	132.28	1,536	127.95	1,764	146.94
74		1,422	118.45	1,633	136.03	1,579	131.53	1,814	151.11
75		1,458	121.45	1,674	139.44	1,619	134.86	1,859	154.85
76		1,492	124.28	1,713	142.69	1,656	137.94	1,902	158.44
77		1,524	126.95	1,749	145.69	1,691	140.86	1,943	161.85
78		1,554	129.45	1,783	148.52	1,724	143.61	1,981	165.02
79		1,581	131.70	1,814	151.11	1,754	146.11	2,015	167.85
80		1,607	133.86	1,844	153.61	1,783	148.52	2,048	170.60
81		1,630	135.78	1,870	155.77	1,809	150.69	2,078	173.10
82		1,652	137.61	1,895	157.85	1,832	152.61	2,105	175.35
83		1,674	139.44	1,920	159.94	1,856	154.60	2,133	177.68
84		1,694	141.11	1,944	161.94	1,879	156.52	2,159	179.84
85		1,715	142.86	1,967	163.85	1,901	158.35	2,185	182.01
86		1,733	144.36	1,989	165.68	1,922	160.10	2,208	183.93
87		1,752	145.94	2,011	167.52	1,943	161.85	2,232	185.93
88		1,771	147.52	2,032	169.27	1,963	163.52	2,256	187.92
89		1,787	148.86	2,051	170.85	1,982	165.10	2,276	189.59
90		1,803	150.19	2,068	172.26	1,999	166.52	2,296	191.26

ATTAINED AGE	PLAN F	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,691	140.86	1,944	161.94	1,878	156.44	2,160	179.93
66		1,691	140.86	1,944	161.94	1,878	156.44	2,160	179.93
67		1,691	140.86	1,944	161.94	1,878	156.44	2,160	179.93
68		1,761	146.69	2,025	168.68	1,957	163.02	2,250	187.43
69		1,830	152.44	2,104	175.26	2,033	169.35	2,338	194.76
70		1,895	157.85	2,179	181.51	2,106	175.43	2,422	201.75
71		1,961	163.35	2,256	187.92	2,179	181.51	2,506	208.75
72		2,022	168.43	2,326	193.76	2,247	187.18	2,584	215.25
73		2,078	173.10	2,389	199.00	2,309	192.34	2,655	221.16
74		2,132	177.60	2,452	204.25	2,368	197.25	2,723	226.83
75		2,179	181.51	2,506	208.75	2,421	201.67	2,785	231.99
76		2,222	185.09	2,555	212.83	2,469	205.67	2,839	236.49
77		2,260	188.26	2,599	216.50	2,511	209.17	2,887	240.49
78		2,294	191.09	2,638	219.75	2,548	212.25	2,931	244.15
79		2,327	193.84	2,675	222.83	2,585	215.33	2,973	247.65
80		2,355	196.17	2,708	225.58	2,617	218.00	3,009	250.65
81		2,386	198.75	2,744	228.58	2,651	220.83	3,049	253.98
82		2,417	201.34	2,779	231.49	2,685	223.66	3,088	257.23
83		2,445	203.67	2,812	234.24	2,717	226.33	3,124	260.23
84		2,474	206.08	2,845	236.99	2,749	228.99	3,161	263.31
85		2,502	208.42	2,877	239.65	2,779	231.49	3,196	266.23
86		2,526	210.42	2,904	241.90	2,807	233.82	3,228	268.89
87		2,554	212.75	2,936	244.57	2,838	236.41	3,264	271.89
88		2,576	214.58	2,963	246.82	2,862	238.40	3,291	274.14
89		2,598	216.41	2,988	248.90	2,886	240.40	3,319	276.47
90		2,620	218.25	3,014	251.07	2,912	242.57	3,349	278.97

ATTAINED AGE	PLAN G	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,218	101.46	1,400	116.62	1,354	112.79	1,556	129.61
66		1,218	101.46	1,400	116.62	1,354	112.79	1,556	129.61
67		1,218	101.46	1,400	116.62	1,354	112.79	1,556	129.61
68		1,269	105.71	1,459	121.53	1,410	117.45	1,622	135.11
69		1,325	110.37	1,524	126.95	1,473	122.70	1,694	141.11
70		1,379	114.87	1,585	132.03	1,533	127.70	1,762	146.77
71		1,431	119.20	1,645	137.03	1,590	132.45	1,827	152.19
72		1,481	123.37	1,702	141.78	1,645	137.03	1,891	157.52
73		1,529	127.37	1,757	146.36	1,698	141.44	1,953	162.68
74		1,571	130.86	1,806	150.44	1,745	145.36	2,008	167.27
75		1,611	134.20	1,852	154.27	1,789	149.02	2,059	171.51
76		1,648	137.28	1,895	157.85	1,831	152.52	2,105	175.35
77		1,683	140.19	1,936	161.27	1,870	155.77	2,151	179.18
78		1,716	142.94	1,974	164.43	1,906	158.77	2,192	182.59
79		1,746	145.44	2,008	167.27	1,940	161.60	2,229	185.68
80		1,774	147.77	2,041	170.02	1,971	164.18	2,266	188.76
81		1,800	149.94	2,070	172.43	1,999	166.52	2,299	191.51
82		1,824	151.94	2,097	174.68	2,026	168.77	2,330	194.09
83		1,848	153.94	2,124	176.93	2,052	170.93	2,360	196.59
84		1,871	155.85	2,151	179.18	2,078	173.10	2,389	199.00
85		1,893	157.69	2,177	181.34	2,103	175.18	2,418	201.42
86		1,914	159.44	2,201	183.34	2,126	177.10	2,444	203.59
87		1,935	161.19	2,224	185.26	2,149	179.01	2,470	205.75
88		1,955	162.85	2,248	187.26	2,172	180.93	2,496	207.92
89		1,973	164.35	2,269	189.01	2,192	182.59	2,520	209.92
90		1,990	165.77	2,289	190.67	2,211	184.18	2,542	211.75

ATTAINED AGE	PLAN B	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,357	113.04	1,560	129.95	1,507	125.53	1,732	144.28
66		1,357	113.04	1,560	129.95	1,507	125.53	1,732	144.28
67		1,357	113.04	1,560	129.95	1,507	125.53	1,732	144.28
68		1,413	117.70	1,625	135.36	1,570	130.78	1,805	150.36
69		1,476	122.95	1,697	141.36	1,640	136.61	1,885	157.02
70		1,536	127.95	1,765	147.02	1,706	142.11	1,960	163.27
71		1,593	132.70	1,832	152.61	1,771	147.52	2,034	169.43
72		1,649	137.36	1,896	157.94	1,832	152.61	2,105	175.35
73		1,702	141.78	1,957	163.02	1,891	157.52	2,173	181.01
74		1,750	145.78	2,012	167.60	1,945	162.02	2,234	186.09
75		1,794	149.44	2,062	171.76	1,994	166.10	2,291	190.84
76		1,835	152.86	2,109	175.68	2,040	169.93	2,344	195.26
77		1,875	156.19	2,155	179.51	2,084	173.60	2,394	199.42
78		1,911	159.19	2,197	183.01	2,124	176.93	2,440	203.25
79		1,944	161.94	2,235	186.18	2,160	179.93	2,482	206.75
80		1,976	164.60	2,271	189.17	2,195	182.84	2,522	210.08
81		2,004	166.93	2,304	191.92	2,227	185.51	2,560	213.25
82		2,031	169.18	2,335	194.51	2,257	188.01	2,594	216.08
83		2,058	171.43	2,366	197.09	2,287	190.51	2,628	218.91
84		2,083	173.51	2,395	199.50	2,314	192.76	2,659	221.49
85		2,107	175.51	2,424	201.92	2,342	195.09	2,691	224.16
86		2,130	177.43	2,449	204.00	2,367	197.17	2,720	226.58
87		2,153	179.34	2,475	206.17	2,392	199.25	2,749	228.99
88		2,175	181.18	2,501	208.33	2,416	201.25	2,778	231.41
89		2,196	182.93	2,525	210.33	2,439	203.17	2,804	233.57
90		2,215	184.51	2,546	212.08	2,460	204.92	2,827	235.49

ATTAINED AGE	PLAN HI F	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	668	55.64	769	64.06	742	61.81	853	71.05	
66	668	55.64	769	64.06	742	61.81	853	71.05	
67	668	55.64	769	64.06	742	61.81	853	71.05	
68	695	57.89	800	66.64	773	64.39	888	73.97	
69	723	60.23	831	69.22	802	66.81	923	76.89	
70	749	62.39	861	71.72	831	69.22	956	79.63	
71	776	64.64	890	74.14	860	71.64	989	82.38	
72	800	66.64	919	76.55	887	73.89	1,020	84.97	
73	823	68.56	944	78.64	912	75.97	1,047	87.22	
74	844	70.31	969	80.72	935	77.89	1,075	89.55	
75	863	71.89	991	82.55	956	79.63	1,099	91.55	
76	880	73.30	1,010	84.13	975	81.22	1,120	93.30	
77	895	74.55	1,028	85.63	992	82.63	1,140	94.96	
78	908	75.64	1,044	86.97	1,007	83.88	1,156	96.29	
79	921	76.72	1,059	88.21	1,022	85.13	1,173	97.71	
80	933	77.72	1,072	89.30	1,035	86.22	1,188	98.96	
81	944	78.64	1,085	90.38	1,048	87.30	1,203	100.21	
82	956	79.63	1,099	91.55	1,062	88.46	1,218	101.46	
83	968	80.63	1,112	92.63	1,075	89.55	1,233	102.71	
84	979	81.55	1,125	93.71	1,088	90.63	1,248	103.96	
85	990	82.47	1,137	94.71	1,099	91.55	1,261	105.04	
86	1,000	83.30	1,149	95.71	1,110	92.46	1,274	106.12	
87	1,010	84.13	1,162	96.79	1,121	93.38	1,288	107.29	
88	1,019	84.88	1,171	97.54	1,131	94.21	1,299	108.21	
89	1,027	85.55	1,181	98.38	1,141	95.05	1,309	109.04	
90	1,036	86.30	1,190	99.13	1,150	95.80	1,320	109.96	

ATTAINED AGE	PLAN A	ZIP CODES 434-36, 440-45, 450-54							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,156	96.29	1,329	110.71	1,285	107.04	1,477	123.03
66		1,156	96.29	1,329	110.71	1,285	107.04	1,477	123.03
67		1,156	96.29	1,329	110.71	1,285	107.04	1,477	123.03
68		1,204	100.29	1,384	115.29	1,339	111.54	1,539	128.20
69		1,259	104.87	1,446	120.45	1,399	116.54	1,608	133.95
70		1,309	109.04	1,505	125.37	1,454	121.12	1,672	139.28
71		1,360	113.29	1,561	130.03	1,510	125.78	1,735	144.53
72		1,407	117.20	1,616	134.61	1,562	130.11	1,796	149.61
73		1,452	120.95	1,667	138.86	1,613	134.36	1,852	154.27
74		1,493	124.37	1,715	142.86	1,658	138.11	1,905	158.69
75		1,531	127.53	1,758	146.44	1,700	141.61	1,952	162.60
76		1,567	130.53	1,799	149.86	1,739	144.86	1,997	166.35
77		1,600	133.28	1,836	152.94	1,776	147.94	2,040	169.93
78		1,632	135.95	1,872	155.94	1,810	150.77	2,080	173.26
79		1,660	138.28	1,905	158.69	1,842	153.44	2,116	176.26
80		1,687	140.53	1,936	161.27	1,872	155.94	2,150	179.10
81		1,712	142.61	1,964	163.60	1,899	158.19	2,182	181.76
82		1,735	144.53	1,990	165.77	1,924	160.27	2,210	184.09
83		1,758	146.44	2,016	167.93	1,949	162.35	2,240	186.59
84		1,779	148.19	2,041	170.02	1,973	164.35	2,267	188.84
85		1,801	150.02	2,065	172.01	1,996	166.27	2,294	191.09
86		1,820	151.61	2,088	173.93	2,018	168.10	2,318	193.09
87		1,840	153.27	2,112	175.93	2,040	169.93	2,344	195.26
88		1,860	154.94	2,134	177.76	2,061	171.68	2,369	197.34
89		1,876	156.27	2,154	179.43	2,081	173.35	2,390	199.09
90		1,893	157.69	2,171	180.84	2,099	174.85	2,411	200.84

ATTAINED AGE	PLAN F	ZIP CODES 434-36, 440-45, 450-54							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,776	147.94	2,041	170.02	1,972	164.27	2,268	188.92
66		1,776	147.94	2,041	170.02	1,972	164.27	2,268	188.92
67		1,776	147.94	2,041	170.02	1,972	164.27	2,268	188.92
68		1,849	154.02	2,126	177.10	2,055	171.18	2,363	196.84
69		1,922	160.10	2,209	184.01	2,135	177.85	2,455	204.50
70		1,990	165.77	2,288	190.59	2,211	184.18	2,543	211.83
71		2,059	171.51	2,369	197.34	2,288	190.59	2,631	219.16
72		2,123	176.85	2,442	203.42	2,359	196.50	2,713	225.99
73		2,182	181.76	2,508	208.92	2,424	201.92	2,788	232.24
74		2,239	186.51	2,575	214.50	2,486	207.08	2,859	238.15
75		2,288	190.59	2,631	219.16	2,542	211.75	2,924	243.57
76		2,333	194.34	2,683	223.49	2,592	215.91	2,981	248.32
77		2,373	197.67	2,729	227.33	2,637	219.66	3,031	252.48
78		2,409	200.67	2,770	230.74	2,675	222.83	3,078	256.40
79		2,443	203.50	2,809	233.99	2,714	226.08	3,122	260.06
80		2,473	206.00	2,843	236.82	2,748	228.91	3,159	263.14
81		2,505	208.67	2,881	239.99	2,784	231.91	3,201	266.64
82		2,538	211.42	2,918	243.07	2,819	234.82	3,242	270.06
83		2,567	213.83	2,953	245.98	2,853	237.65	3,280	273.22
84		2,598	216.41	2,987	248.82	2,886	240.40	3,319	276.47
85		2,627	218.83	3,021	251.65	2,918	243.07	3,356	279.55
86		2,652	220.91	3,049	253.98	2,947	245.49	3,389	282.30
87		2,682	223.41	3,083	256.81	2,980	248.23	3,427	285.47
88		2,705	225.33	3,111	259.15	3,005	250.32	3,456	287.88
89		2,728	227.24	3,137	261.31	3,030	252.40	3,485	290.30
90		2,751	229.16	3,165	263.64	3,058	254.73	3,516	292.88

ATTAINED AGE	PLAN G	ZIP CODES 434-36, 440-45, 450-54							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,279	106.54	1,470	122.45	1,422	118.45	1,634	136.11
66		1,279	106.54	1,470	122.45	1,422	118.45	1,634	136.11
67		1,279	106.54	1,470	122.45	1,422	118.45	1,634	136.11
68		1,332	110.96	1,532	127.62	1,481	123.37	1,703	141.86
69		1,391	115.87	1,600	133.28	1,547	128.87	1,779	148.19
70		1,448	120.62	1,664	138.61	1,610	134.11	1,850	154.11
71		1,503	125.20	1,727	143.86	1,670	139.11	1,918	159.77
72		1,555	129.53	1,787	148.86	1,727	143.86	1,986	165.43
73		1,605	133.70	1,845	153.69	1,783	148.52	2,051	170.85
74		1,650	137.45	1,896	157.94	1,832	152.61	2,108	175.60
75		1,692	140.94	1,945	162.02	1,878	156.44	2,162	180.09
76		1,730	144.11	1,990	165.77	1,923	160.19	2,210	184.09
77		1,767	147.19	2,033	169.35	1,964	163.60	2,259	188.17
78		1,802	150.11	2,073	172.68	2,001	166.68	2,302	191.76
79		1,833	152.69	2,108	175.60	2,037	169.68	2,340	194.92
80		1,863	155.19	2,143	178.51	2,070	172.43	2,379	198.17
81		1,890	157.44	2,174	181.09	2,099	174.85	2,414	201.09
82		1,915	159.52	2,202	183.43	2,127	177.18	2,447	203.84
83		1,940	161.60	2,230	185.76	2,155	179.51	2,478	206.42
84		1,965	163.68	2,259	188.17	2,182	181.76	2,508	208.92
85		1,988	165.60	2,286	190.42	2,208	183.93	2,539	211.50
86		2,010	167.43	2,311	192.51	2,232	185.93	2,566	213.75
87		2,032	169.27	2,335	194.51	2,256	187.92	2,594	216.08
88		2,053	171.01	2,360	196.59	2,281	190.01	2,621	218.33
89		2,072	172.60	2,382	198.42	2,302	191.76	2,646	220.41
90		2,090	174.10	2,403	200.17	2,322	193.42	2,669	222.33

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)
<i>Example:</i> \$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)
<i>Example:</i> \$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)
<i>Example:</i> \$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 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 434-36, 440-45, 450-54							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,425	118.70	1,638	136.45	1,582	131.78	1,819	151.52
66		1,425	118.70	1,638	136.45	1,582	131.78	1,819	151.52
67		1,425	118.70	1,638	136.45	1,582	131.78	1,819	151.52
68		1,484	123.62	1,706	142.11	1,649	137.36	1,895	157.85
69		1,550	129.12	1,782	148.44	1,722	143.44	1,979	164.85
70		1,613	134.36	1,853	154.35	1,791	149.19	2,058	171.43
71		1,673	139.36	1,924	160.27	1,860	154.94	2,136	177.93
72		1,731	144.19	1,991	165.85	1,924	160.27	2,210	184.09
73		1,787	148.86	2,055	171.18	1,986	165.43	2,282	190.09
74		1,838	153.11	2,113	176.01	2,042	170.10	2,346	195.42
75		1,884	156.94	2,165	180.34	2,094	174.43	2,406	200.42
76		1,927	160.52	2,214	184.43	2,142	178.43	2,461	205.00
77		1,969	164.02	2,263	188.51	2,188	182.26	2,514	209.42
78		2,007	167.18	2,307	192.17	2,230	185.76	2,562	213.41
79		2,041	170.02	2,347	195.51	2,268	188.92	2,606	217.08
80		2,075	172.85	2,385	198.67	2,305	192.01	2,648	220.58
81		2,104	175.26	2,419	201.50	2,338	194.76	2,688	223.91
82		2,133	177.68	2,452	204.25	2,370	197.42	2,724	226.91
83		2,161	180.01	2,484	206.92	2,401	200.00	2,759	229.82
84		2,187	182.18	2,515	209.50	2,430	202.42	2,792	232.57
85		2,212	184.26	2,545	212.00	2,459	204.83	2,826	235.41
86		2,237	186.34	2,571	214.16	2,485	207.00	2,856	237.90
87		2,261	188.34	2,599	216.50	2,512	209.25	2,886	240.40
88		2,284	190.26	2,626	218.75	2,537	211.33	2,917	242.99
89		2,306	192.09	2,651	220.83	2,561	213.33	2,944	245.24
90		2,326	193.76	2,673	222.66	2,583	215.16	2,968	247.23