

ATTAINED AGE	PLAN F ALL ZIP CODES							
	PREFERRED				STANDARD			
	FEMALE		MALE		FEMALE		MALE	
	ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	528	43.98	607	50.56	586	48.81	674	56.14
66	541	45.07	622	51.81	602	50.15	692	57.64
67	554	46.15	637	53.06	616	51.31	708	58.98
68	569	47.40	654	54.48	633	52.73	728	60.64
69	583	48.56	671	55.89	648	53.98	745	62.06
70	598	49.81	688	57.31	665	55.39	765	63.72
71	619	51.56	712	59.31	688	57.31	792	65.97
72	642	53.48	738	61.48	713	59.39	820	68.31
73	664	55.31	764	63.64	738	61.48	848	70.64
74	688	57.31	792	65.97	765	63.72	879	73.22
75	712	59.31	819	68.22	791	65.89	909	75.72
76	738	61.48	848	70.64	820	68.31	943	78.55
77	764	63.64	878	73.14	849	70.72	976	81.30
78	792	65.97	910	75.80	879	73.22	1,011	84.22
79	820	68.31	943	78.55	910	75.80	1,047	87.22
80	850	70.81	977	81.38	944	78.64	1,085	90.38
81	879	73.22	1,011	84.22	976	81.30	1,123	93.55
82	909	75.72	1,045	87.05	1,011	84.22	1,162	96.79
83	942	78.47	1,083	90.21	1,047	87.22	1,203	100.21
84	974	81.13	1,120	93.30	1,082	90.13	1,244	103.63
85	1,003	83.55	1,153	96.04	1,115	92.88	1,282	106.79
86	1,032	85.97	1,187	98.88	1,147	95.55	1,319	109.87
87	1,062	88.46	1,220	101.63	1,179	98.21	1,356	112.95
88	1,091	90.88	1,255	104.54	1,212	100.96	1,393	116.04
89	1,119	93.21	1,286	107.12	1,243	103.54	1,430	119.12
90	1,147	95.55	1,319	109.87	1,274	106.12	1,466	122.12

ATTAINED AGE	PLAN N ALL ZIP CODES							
	PREFERRED				STANDARD			
	FEMALE		MALE		FEMALE		MALE	
	ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	877	73.05	1,009	84.05	974	81.13	1,120	93.30
66	899	74.89	1,034	86.13	998	83.13	1,148	95.63
67	921	76.72	1,059	88.21	1,024	85.30	1,177	98.04
68	945	78.72	1,086	90.46	1,050	87.47	1,207	100.54
69	969	80.72	1,115	92.88	1,077	89.71	1,239	103.21
70	994	82.80	1,143	95.21	1,104	91.96	1,269	105.71
71	1,029	85.72	1,184	98.63	1,144	95.30	1,315	109.54
72	1,065	88.71	1,225	102.04	1,184	98.63	1,361	113.37
73	1,103	91.88	1,268	105.62	1,225	102.04	1,408	117.29
74	1,143	95.21	1,314	109.46	1,270	105.79	1,460	121.62
75	1,183	98.54	1,360	113.29	1,314	109.46	1,512	125.95
76	1,226	102.13	1,409	117.37	1,362	113.45	1,566	130.45
77	1,269	105.71	1,459	121.53	1,410	117.45	1,622	135.11
78	1,314	109.46	1,512	125.95	1,460	121.62	1,679	139.86
79	1,362	113.45	1,566	130.45	1,513	126.03	1,740	144.94
80	1,412	117.62	1,623	135.20	1,568	130.61	1,804	150.27
81	1,460	121.62	1,679	139.86	1,622	135.11	1,865	155.35
82	1,510	125.78	1,737	144.69	1,677	139.69	1,929	160.69
83	1,564	130.28	1,798	149.77	1,738	144.78	1,998	166.43
84	1,618	134.78	1,861	155.02	1,797	149.69	2,067	172.18
85	1,666	138.78	1,916	159.60	1,851	154.19	2,129	177.35
86	1,715	142.86	1,972	164.27	1,905	158.69	2,191	182.51
87	1,764	146.94	2,028	168.93	1,959	163.18	2,253	187.67
88	1,811	150.86	2,083	173.51	2,012	167.60	2,313	192.67
89	1,859	154.85	2,137	178.01	2,065	172.01	2,375	197.84
90	1,905	158.69	2,191	182.51	2,117	176.35	2,434	202.75

ATTAINED AGE	PLAN G ALL ZIP CODES							
	PREFERRED				STANDARD			
	FEMALE		MALE		FEMALE		MALE	
	ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	1,065	88.71	1,225	102.04	1,184	98.63	1,361	113.37
66	1,092	90.96	1,256	104.62	1,213	101.04	1,394	116.12
67	1,119	93.21	1,286	107.12	1,243	103.54	1,430	119.12
68	1,148	95.63	1,320	109.96	1,275	106.21	1,467	122.20
69	1,177	98.04	1,354	112.79	1,308	108.96	1,504	125.28
70	1,207	100.54	1,389	115.70	1,341	111.71	1,542	128.45
71	1,250	104.13	1,437	119.70	1,389	115.70	1,597	133.03
72	1,294	107.79	1,488	123.95	1,437	119.70	1,653	137.69
73	1,340	111.62	1,541	128.37	1,489	124.03	1,713	142.69
74	1,388	115.62	1,596	132.95	1,542	128.45	1,773	147.69
75	1,437	119.70	1,653	137.69	1,597	133.03	1,837	153.02
76	1,488	123.95	1,712	142.61	1,653	137.69	1,902	158.44
77	1,542	128.45	1,773	147.69	1,714	142.78	1,971	164.18
78	1,597	133.03	1,837	153.02	1,774	147.77	2,040	169.93
79	1,655	137.86	1,903	158.52	1,838	153.11	2,114	176.10
80	1,714	142.78	1,971	164.18	1,904	158.60	2,189	182.34
81	1,774	147.77	2,040	169.93	1,972	164.27	2,268	188.92
82	1,835	152.86	2,110	175.76	2,039	169.85	2,345	195.34
83	1,900	158.27	2,185	182.01	2,110	175.76	2,427	202.17
84	1,966	163.77	2,260	188.26	2,184	181.93	2,511	209.17
85	2,025	168.68	2,328	193.92	2,250	187.43	2,587	215.50
86	2,084	173.60	2,398	199.75	2,316	192.92	2,663	221.83
87	2,143	178.51	2,465	205.33	2,380	198.25	2,738	228.08
88	2,201	183.34	2,532	210.92	2,445	203.67	2,812	234.24
89	2,258	188.09	2,597	216.33	2,509	209.00	2,885	240.32
90	2,316	192.92	2,663	221.83	2,573	214.33	2,958	246.40

To use the Mobile Rate Quote tool,
scan the QR code below with your
smartphone (iPhone or Android).



Aetna Health and Life Insurance Company
An Aetna Company
800 264.4000
aetnaseniorproducts.com

©2016 Aetna Inc.

For agent use only. Not for public use or distribution.

aetna®

MEDICARE SUPPLEMENT RATES

IOWA

*Effective April 2016
Household discount now available*

*Policy Form AHLMSP14A, AHLMSP14B,
AHLMSP14E, AHLMSP14G, AHLMSP14HF,
AHLMSP14N*

Application Form AHLMS02768IA

**Aetna Health and Life
Insurance Company**
An Aetna Company

ATTAINED AGE	PLAN A	ALL ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,067	88.88	1,227	102.21	1,186	98.79	1,364	113.62
66		1,088	90.63	1,251	104.21	1,209	100.71	1,390	115.79
67		1,110	92.46	1,277	106.37	1,233	102.71	1,418	118.12
68		1,133	94.38	1,302	108.46	1,259	104.87	1,448	120.62
69		1,156	96.29	1,329	110.71	1,284	106.96	1,476	122.95
70		1,179	98.21	1,356	112.95	1,310	109.12	1,507	125.53
71		1,203	100.21	1,383	115.20	1,337	111.37	1,538	128.12
72		1,228	102.29	1,413	117.70	1,364	113.62	1,568	130.61
73		1,253	104.37	1,441	120.04	1,392	115.95	1,601	133.36
74		1,279	106.54	1,471	122.53	1,421	118.37	1,634	136.11
75		1,306	108.79	1,501	125.03	1,450	120.79	1,668	138.94
76		1,333	111.04	1,533	127.70	1,481	123.37	1,703	141.86
77		1,360	113.29	1,564	130.28	1,511	125.87	1,738	144.78
78		1,389	115.70	1,597	133.03	1,543	128.53	1,774	147.77
79		1,418	118.12	1,631	135.86	1,576	131.28	1,812	150.94
80		1,447	120.54	1,664	138.61	1,608	133.95	1,849	154.02
81		1,477	123.03	1,699	141.53	1,642	136.78	1,888	157.27
82		1,507	125.53	1,732	144.28	1,674	139.44	1,926	160.44
83		1,540	128.28	1,771	147.52	1,711	142.53	1,968	163.93
84		1,572	130.95	1,808	150.61	1,747	145.53	2,010	167.43
85		1,602	133.45	1,841	153.36	1,780	148.27	2,047	170.52
86		1,629	135.70	1,873	156.02	1,810	150.77	2,081	173.35
87		1,657	138.03	1,905	158.69	1,840	153.27	2,117	176.35
88		1,684	140.28	1,936	161.27	1,871	155.85	2,151	179.18
89		1,711	142.53	1,968	163.93	1,901	158.35	2,186	182.09
90		1,737	144.69	1,997	166.35	1,930	160.77	2,219	184.84

ATTAINED AGE	PLAN B	ALL ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	1,116	92.96	1,283	106.87	1,240	103.29	1,426	118.79	
66	1,144	95.30	1,315	109.54	1,271	105.87	1,462	121.78	
67	1,173	97.71	1,349	112.37	1,304	108.62	1,499	124.87	
68	1,203	100.21	1,383	115.20	1,337	111.37	1,538	128.12	
69	1,233	102.71	1,418	118.12	1,371	114.20	1,576	131.28	
70	1,265	105.37	1,455	121.20	1,405	117.04	1,616	134.61	
71	1,309	109.04	1,506	125.45	1,455	121.20	1,673	139.36	
72	1,355	112.87	1,558	129.78	1,506	125.45	1,731	144.19	
73	1,404	116.95	1,615	134.53	1,560	129.95	1,794	149.44	
74	1,454	121.12	1,672	139.28	1,616	134.61	1,858	154.77	
75	1,506	125.45	1,731	144.19	1,673	139.36	1,923	160.19	
76	1,560	129.95	1,794	149.44	1,732	144.28	1,993	166.02	
77	1,616	134.61	1,858	154.77	1,795	149.52	2,064	171.93	
78	1,674	139.44	1,926	160.44	1,860	154.94	2,138	178.10	
79	1,734	144.44	1,995	166.18	1,927	160.52	2,216	184.59	
80	1,796	149.61	2,065	172.01	1,996	166.27	2,295	191.17	
81	1,860	154.94	2,138	178.10	2,066	172.10	2,376	197.92	
82	1,922	160.10	2,211	184.18	2,136	177.93	2,457	204.67	
83	1,990	165.77	2,289	190.67	2,212	184.26	2,543	211.83	
84	2,060	171.60	2,368	197.25	2,289	190.67	2,632	219.25	
85	2,121	176.68	2,440	203.25	2,357	196.34	2,710	225.74	
86	2,184	181.93	2,511	209.17	2,427	202.17	2,791	232.49	
87	2,245	187.01	2,582	215.08	2,495	207.83	2,870	239.07	
88	2,307	192.17	2,652	220.91	2,563	213.50	2,947	245.49	
89	2,366	197.09	2,722	226.74	2,629	219.00	3,023	251.82	
90	2,426	202.09	2,790	232.41	2,696	224.58	3,100	258.23	

ATTAINED AGE	PLAN F	ALL ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	1,320	109.96	1,517	126.37	1,467	122.20	1,687	140.53	
66	1,352	112.62	1,555	129.53	1,502	125.12	1,728	143.94	
67	1,387	115.54	1,595	132.86	1,541	128.37	1,772	147.61	
68	1,422	118.45	1,636	136.28	1,580	131.61	1,817	151.36	
69	1,458	121.45	1,677	139.69	1,620	134.95	1,863	155.19	
70	1,495	124.53	1,719	143.19	1,661	138.36	1,911	159.19	
71	1,548	128.95	1,780	148.27	1,719	143.19	1,977	164.68	
72	1,603	133.53	1,844	153.61	1,781	148.36	2,048	170.60	
73	1,660	138.28	1,909	159.02	1,845	153.69	2,121	176.68	
74	1,719	143.19	1,977	164.68	1,911	159.19	2,197	183.01	
75	1,781	148.36	2,048	170.60	1,979	164.85	2,276	189.59	
76	1,844	153.61	2,120	176.60	2,049	170.68	2,357	196.34	
77	1,909	159.02	2,196	182.93	2,121	176.68	2,440	203.25	
78	1,979	164.85	2,276	189.59	2,199	183.18	2,528	210.58	
79	2,050	170.77	2,358	196.42	2,278	189.76	2,619	218.16	
80	2,123	176.85	2,442	203.42	2,359	196.50	2,713	225.99	
81	2,198	183.09	2,527	210.50	2,442	203.42	2,808	233.91	
82	2,272	189.26	2,614	217.75	2,525	210.33	2,904	241.90	
83	2,353	196.00	2,706	225.41	2,615	217.83	3,007	250.48	
84	2,434	202.75	2,799	233.16	2,704	225.24	3,110	259.06	
85	2,508	208.92	2,884	240.24	2,786	232.07	3,204	266.89	
86	2,581	215.00	2,969	247.32	2,868	238.90	3,298	274.72	
87	2,655	221.16	3,053	254.31	2,949	245.65	3,392	282.55	
88	2,727	227.16	3,136	261.23	3,030	252.40	3,485	290.30	
89	2,798	233.07	3,218	268.06	3,109	258.98	3,576	297.88	
90	2,867	238.82	3,297	274.64	3,186	265.39	3,664	305.21	

- 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).

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 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**