

ATTAINED AGE	PLAN A	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,130	94.13	1,299	108.21	1,255	104.54	1,443	120.20
66		1,152	95.96	1,325	110.37	1,281	106.71	1,473	122.70
67		1,176	97.96	1,352	112.62	1,307	108.87	1,503	125.20
68		1,200	99.96	1,380	114.95	1,333	111.04	1,533	127.70
69		1,225	102.04	1,408	117.29	1,361	113.37	1,565	130.36
70		1,250	104.13	1,437	119.70	1,389	115.70	1,597	133.03
71		1,274	106.12	1,466	122.12	1,416	117.95	1,629	135.70
72		1,300	108.29	1,496	124.62	1,445	120.37	1,662	138.44
73		1,327	110.54	1,526	127.12	1,475	122.87	1,697	141.36
74		1,355	112.87	1,558	129.78	1,506	125.45	1,731	144.19
75		1,383	115.20	1,591	132.53	1,537	128.03	1,767	147.19
76		1,412	117.62	1,623	135.20	1,568	130.61	1,804	150.27
77		1,441	120.04	1,657	138.03	1,601	133.36	1,840	153.27
78		1,471	122.53	1,691	140.86	1,634	136.11	1,879	156.52
79		1,502	125.12	1,728	143.94	1,670	139.11	1,920	159.94
80		1,534	127.78	1,764	146.94	1,704	141.94	1,960	163.27
81		1,565	130.36	1,799	149.86	1,739	144.86	2,000	166.60
82		1,596	132.95	1,836	152.94	1,773	147.69	2,039	169.85
83		1,631	135.86	1,876	156.27	1,812	150.94	2,084	173.60
84		1,666	138.78	1,916	159.60	1,851	154.19	2,129	177.35
85		1,697	141.36	1,952	162.60	1,886	157.10	2,169	180.68
86		1,726	143.78	1,985	165.35	1,918	159.77	2,205	183.68
87		1,755	146.19	2,019	168.18	1,950	162.44	2,243	186.84
88		1,784	148.61	2,052	170.93	1,983	165.18	2,280	189.92
89		1,812	150.94	2,084	173.60	2,013	167.68	2,316	192.92
90		1,839	153.19	2,115	176.18	2,043	170.18	2,350	195.76

ATTAINED AGE	PLAN F	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,385	115.37	1,592	132.61	1,538	128.12	1,769	147.36
66		1,420	118.29	1,633	136.03	1,578	131.45	1,814	151.11
67		1,456	121.28	1,674	139.44	1,618	134.78	1,861	155.02
68		1,493	124.37	1,716	142.94	1,659	138.19	1,907	158.85
69		1,530	127.45	1,760	146.61	1,700	141.61	1,955	162.85
70		1,569	130.70	1,805	150.36	1,743	145.19	2,004	166.93
71		1,625	135.36	1,869	155.69	1,806	150.44	2,077	173.01
72		1,683	140.19	1,935	161.19	1,869	155.69	2,150	179.10
73		1,743	145.19	2,004	166.93	1,936	161.27	2,227	185.51
74		1,805	150.36	2,076	172.93	2,006	167.10	2,307	192.17
75		1,869	155.69	2,150	179.10	2,077	173.01	2,388	198.92
76		1,935	161.19	2,226	185.43	2,150	179.10	2,473	206.00
77		2,004	166.93	2,305	192.01	2,227	185.51	2,561	213.33
78		2,077	173.01	2,388	198.92	2,308	192.26	2,655	221.16
79		2,152	179.26	2,475	206.17	2,391	199.17	2,750	229.08
80		2,229	185.68	2,564	213.58	2,476	206.25	2,848	237.24
81		2,308	192.26	2,655	221.16	2,564	213.58	2,948	245.57
82		2,386	198.75	2,743	228.49	2,650	220.75	3,048	253.90
83		2,470	205.75	2,840	236.57	2,744	228.58	3,156	262.89
84		2,555	212.83	2,939	244.82	2,839	236.49	3,265	271.97
85		2,633	219.33	3,028	252.23	2,926	243.74	3,364	280.22
86		2,710	225.74	3,116	259.56	3,011	250.82	3,462	288.38
87		2,786	232.07	3,204	266.89	3,096	257.90	3,561	296.63
88		2,862	238.40	3,292	274.22	3,180	264.89	3,657	304.63
89		2,937	244.65	3,377	281.30	3,263	271.81	3,752	312.54
90		3,010	250.73	3,461	288.30	3,345	278.64	3,847	320.46

ATTAINED AGE	PLAN G	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,165	97.04	1,340	111.62	1,295	107.87	1,489	124.03
66		1,194	99.46	1,373	114.37	1,327	110.54	1,526	127.12
67		1,225	102.04	1,409	117.37	1,361	113.37	1,565	130.36
68		1,256	104.62	1,445	120.37	1,395	116.20	1,605	133.70
69		1,288	107.29	1,482	123.45	1,432	119.29	1,647	137.20
70		1,320	109.96	1,518	126.45	1,467	122.20	1,687	140.53
71		1,367	113.87	1,573	131.03	1,519	126.53	1,747	145.53
72		1,416	117.95	1,627	135.53	1,573	131.03	1,809	150.69
73		1,466	122.12	1,686	140.44	1,629	135.70	1,873	156.02
74		1,518	126.45	1,746	145.44	1,687	140.53	1,941	161.69
75		1,573	131.03	1,809	150.69	1,747	145.53	2,009	167.35
76		1,629	135.70	1,873	156.02	1,809	150.69	2,081	173.35
77		1,686	140.44	1,939	161.52	1,874	156.10	2,155	179.51
78		1,747	145.53	2,009	167.35	1,941	161.69	2,232	185.93
79		1,810	150.77	2,082	173.43	2,012	167.60	2,313	192.67
80		1,876	156.27	2,157	179.68	2,084	173.60	2,397	199.67
81		1,941	161.69	2,232	185.93	2,157	179.68	2,480	206.58
82		2,007	167.18	2,308	192.26	2,230	185.76	2,565	213.66
83		2,078	173.10	2,389	199.00	2,309	192.34	2,656	221.24
84		2,150	179.10	2,472	205.92	2,388	198.92	2,747	228.83
85		2,215	184.51	2,548	212.25	2,461	205.00	2,830	235.74
86		2,280	189.92	2,623	218.50	2,534	211.08	2,914	242.74
87		2,344	195.26	2,696	224.58	2,604	216.91	2,995	249.48
88		2,408	200.59	2,769	230.66	2,675	222.83	3,076	256.23
89		2,471	205.83	2,841	236.66	2,746	228.74	3,158	263.06
90		2,533	211.00	2,913	242.65	2,814	234.41	3,237	269.64

ATTAINED AGE	PLAN B	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,185	98.71	1,363	113.54	1,317	109.71	1,514	126.12
66		1,214	101.13	1,396	116.29	1,349	112.37	1,551	129.20
67		1,245	103.71	1,432	119.29	1,383	115.20	1,591	132.53
68		1,277	106.37	1,468	122.28	1,418	118.12	1,631	135.86
69		1,309	109.04	1,506	125.45	1,455	121.20	1,673	139.36
70		1,342	111.79	1,543	128.53	1,491	124.20	1,715	142.86
71		1,390	115.79	1,598	133.11	1,544	128.62	1,777	148.02
72		1,439	119.87	1,655	137.86	1,598	133.11	1,838	153.11
73		1,490	124.12	1,714	142.78	1,656	137.94	1,904	158.60
74		1,543	128.53	1,774	147.77	1,715	142.86	1,972	164.27
75		1,598	133.11	1,838	153.11	1,776	147.94	2,042	170.10
76		1,656	137.94	1,904	158.60	1,839	153.19	2,115	176.18
77		1,714	142.78	1,971	164.18	1,904	158.60	2,189	182.34
78		1,777	148.02	2,043	170.18	1,974	164.43	2,270	189.09
79		1,840	153.27	2,117	176.35	2,044	170.27	2,351	195.84
80		1,906	158.77	2,192	182.59	2,118	176.43	2,435	202.84
81		1,973	164.35	2,269	189.01	2,192	182.59	2,522	210.08
82		2,040	169.93	2,346	195.42	2,267	188.84	2,607	217.16
83		2,112	175.93	2,429	202.34	2,347	195.51	2,699	224.83
84		2,185	182.01	2,512	209.25	2,428	202.25	2,792	232.57
85		2,252	187.59	2,590	215.75	2,502	208.42	2,878	239.74
86		2,318	193.09	2,665	221.99	2,575	214.50	2,961	246.65
87		2,382	198.42	2,740	228.24	2,647	220.50	3,045	253.65
88		2,447	203.84	2,814	234.41	2,719	226.49	3,128	260.56
89		2,512	209.25	2,889	240.65	2,791	232.49	3,210	267.39
90		2,575	214.50	2,961	246.65	2,861	238.32	3,290	274.06

ATTAINED AGE	PLAN HI F	ALL OTHER ZIP CODES							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65	554	46.15	637	53.06	616	51.31	708	58.98	
66	568	47.31	653	54.39	631	52.56	726	60.48	
67	582	48.48	670	55.81	647	53.90	744	61.98	
68	597	49.73	687	57.23	663	55.23	762	63.47	
69	612	50.98	704	58.64	680	56.64	783	65.22	
70	627	52.23	721	60.06	698	58.14	802	66.81	
71	650	54.15	747	62.23	723	60.23	831	69.22	
72	673	56.06	773	64.39	747	62.23	860	71.64	
73	697	58.06	801	66.72	774	64.47	891	74.22	
74	721	60.06	829	69.06	801	66.72	921	76.72	
75	747	62.23	860	71.64	831	69.22	955	79.55	
76	774	64.47	891	74.22	861	71.72	990	82.47	
77	802	66.81	922	76.80	892	74.30	1,026	85.47	
78	831	69.22	955	79.55	922	76.80	1,061	88.38	
79	861	71.72	990	82.47	957	79.72	1,101	91.71	
80	892	74.30	1,026	85.47	991	82.55	1,140	94.96	
81	923	76.89	1,062	88.46	1,026	85.47	1,180	98.29	
82	955	79.55	1,098	91.46	1,061	88.38	1,219	101.54	
83	988	82.30	1,136	94.63	1,098	91.46	1,264	105.29	
84	1,022	85.13	1,175	97.88	1,135	94.55	1,306	108.79	
85	1,053	87.71	1,211	100.88	1,170	97.46	1,345	112.04	
86	1,084	90.30	1,247	103.88	1,205	100.38	1,386	115.45	
87	1,115	92.88	1,282	106.79	1,239	103.21	1,425	118.70	
88	1,145	95.38	1,317	109.71	1,272	105.96	1,463	121.87	
89	1,175	97.88	1,351	112.54	1,306	108.79	1,501	125.03	
90	1,204	100.29	1,385	115.37	1,338	111.46	1,539	128.20	

ATTAINED AGE	PLAN A	ZIP CODES 680, 681							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,254	104.46	1,442	120.12	1,393	116.04	1,602	133.45
66		1,279	106.54	1,471	122.53	1,422	118.45	1,635	136.20
67		1,305	108.71	1,501	125.03	1,451	120.87	1,668	138.94
68		1,332	110.96	1,532	127.62	1,480	123.28	1,702	141.78
69		1,360	113.29	1,563	130.20	1,511	125.87	1,737	144.69
70		1,388	115.62	1,595	132.86	1,542	128.45	1,773	147.69
71		1,414	117.79	1,627	135.53	1,572	130.95	1,808	150.61
72		1,443	120.20	1,661	138.36	1,604	133.61	1,845	153.69
73		1,473	122.70	1,694	141.11	1,637	136.36	1,884	156.94
74		1,504	125.28	1,729	144.03	1,672	139.28	1,921	160.02
75		1,535	127.87	1,766	147.11	1,706	142.11	1,961	163.35
76		1,567	130.53	1,802	150.11	1,740	144.94	2,002	166.77
77		1,600	133.28	1,839	153.19	1,777	148.02	2,042	170.10
78		1,633	136.03	1,877	156.35	1,814	151.11	2,086	173.76
79		1,667	138.86	1,918	159.77	1,854	154.44	2,131	177.51
80		1,703	141.86	1,958	163.10	1,891	157.52	2,176	181.26
81		1,737	144.69	1,997	166.35	1,930	160.77	2,220	184.93
82		1,772	147.61	2,038	169.77	1,968	163.93	2,263	188.51
83		1,810	150.77	2,082	173.43	2,011	167.52	2,313	192.67
84		1,849	154.02	2,127	177.18	2,055	171.18	2,363	196.84
85		1,884	156.94	2,167	180.51	2,093	174.35	2,408	200.59
86		1,916	159.60	2,203	183.51	2,129	177.35	2,448	203.92
87		1,948	162.27	2,241	186.68	2,165	180.34	2,490	207.42
88		1,980	164.93	2,278	189.76	2,201	183.34	2,531	210.83
89		2,011	167.52	2,313	192.67	2,234	186.09	2,571	214.16
90		2,041	170.02	2,348	195.59	2,268	188.92	2,609	217.33

ATTAINED AGE	PLAN F	ZIP CODES 680, 681							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,537	128.03	1,767	147.19	1,707	142.19	1,964	163.60
66		1,576	131.28	1,813	151.02	1,752	145.94	2,014	167.77
67		1,616	134.61	1,858	154.77	1,796	149.61	2,066	172.10
68		1,657	138.03	1,905	158.69	1,841	153.36	2,117	176.35
69		1,698	141.44	1,954	162.77	1,887	157.19	2,170	180.76
70		1,742	145.11	2,004	166.93	1,935	161.19	2,224	185.26
71		1,804	150.27	2,075	172.85	2,005	167.02	2,305	192.01
72		1,868	155.60	2,148	178.93	2,075	172.85	2,387	198.84
73		1,935	161.19	2,224	185.26	2,149	179.01	2,472	205.92
74		2,004	166.93	2,304	191.92	2,227	185.51	2,561	213.33
75		2,075	172.85	2,387	198.84	2,305	192.01	2,651	220.83
76		2,148	178.93	2,471	205.83	2,387	198.84	2,745	228.66
77		2,224	185.26	2,559	213.16	2,472	205.92	2,843	236.82
78		2,305	192.01	2,651	220.83	2,562	213.41	2,947	245.49
79		2,389	199.00	2,747	228.83	2,654	221.08	3,053	254.31
80		2,474	206.08	2,846	237.07	2,748	228.91	3,161	263.31
81		2,562	213.41	2,947	245.49	2,846	237.07	3,272	272.56
82		2,648	220.58	3,045	253.65	2,942	245.07	3,383	281.80
83		2,742	228.41	3,152	262.56	3,046	253.73	3,503	291.80
84		2,836	236.24	3,262	271.72	3,151	262.48	3,624	301.88
85		2,923	243.49	3,361	279.97	3,248	270.56	3,734	311.04
86		3,008	250.57	3,459	288.13	3,342	278.39	3,843	320.12
87		3,092	257.56	3,556	296.21	3,437	286.30	3,953	329.28
88		3,177	264.64	3,654	304.38	3,530	294.05	4,059	338.11
89		3,260	271.56	3,748	312.21	3,622	301.71	4,165	346.94
90		3,341	278.31	3,842	320.04	3,713	309.29	4,270	355.69

ATTAINED AGE	PLAN G	ZIP CODES 680, 681							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,293	107.71	1,487	123.87	1,437	119.70	1,653	137.69
66		1,325	110.37	1,524	126.95	1,473	122.70	1,694	141.11
67		1,360	113.29	1,564	130.28	1,511	125.87	1,737	144.69
68		1,394	116.12	1,604	133.61	1,548	128.95	1,782	148.44
69		1,430	119.12	1,645	137.03	1,590	132.45	1,828	152.27
70		1,465	122.03	1,685	140.36	1,628	135.61	1,873	156.02
71		1,517	126.37	1,746	145.44	1,686	140.44	1,939	161.52
72		1,572	130.95	1,806	150.44	1,746	145.44	2,008	167.27
73		1,627	135.53	1,871	155.85	1,808	150.61	2,079	173.18
74		1,685	140.36	1,938	161.44	1,873	156.02	2,155	179.51
75		1,746	145.44	2,008	167.27	1,939	161.52	2,230	185.76
76		1,808	150.61	2,079	173.18	2,008	167.27	2,310	192.42
77		1,871	155.85	2,152	179.26	2,080	173.26	2,392	199.25
78		1,939	161.52	2,230	185.76	2,155	179.51	2,478	206.42
79		2,009	167.35	2,311	192.51	2,233	186.01	2,567	213.83
80		2,082	173.43	2,394	199.42	2,313	192.67	2,661	221.66
81		2,155	179.51	2,478	206.42	2,394	199.42	2,753	229.32
82		2,228	185.59	2,562	213.41	2,475	206.17	2,847	237.16
83		2,307	192.17	2,652	220.91	2,563	213.50	2,948	245.57
84		2,387	198.84	2,744	228.58	2,651	220.83	3,049	253.98
85		2,459	204.83	2,828	235.57	2,732	227.58	3,141	261.65
86		2,531	210.83	2,912	242.57	2,813	234.32	3,235	269.48
87		2,602	216.75	2,993	249.32	2,890	240.74	3,324	276.89
88		2,673	222.66	3,074	256.06	2,969	247.32	3,414	284.39
89		2,743	228.49	3,154	262.73	3,048	253.90	3,505	291.97
90		2,812	234.24	3,233	269.31	3,124	260.23	3,593	299.30

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**

- 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 680, 681							
		PREFERRED				STANDARD			
		FEMALE		MALE		FEMALE		MALE	
		ANN.	EFT	ANN.	EFT	ANN.	EFT	ANN.	EFT
65		1,315	109.54	1,513	126.03	1,462	121.78	1,681	140.03
66		1,348	112.29	1,550	129.12	1,497	124.70	1,722	143.44
67		1,382	115.12	1,590	132.45	1,535	127.87	1,766	147.11
68		1,417	118.04	1,629	135.70	1,574	131.11	1,810	150.77
69		1,453	121.03	1,672	139.28	1,615	134.53	1,857	154.69
70		1,490	124.12	1,713	142.69	1,655	137.86	1,904	158.60
71		1,543	128.53	1,774	147.77	1,714	142.78	1,972	164.27
72		1,597	133.03	1,837	153.02	1,774	147.77	2,040	169.93
73		1,654	137.78	1,903	158.52	1,838	153.11	2,113	176.01
74		1,713	142.69	1,969	164.02	1,904	158.60	2,189	182.34
75		1,774	147.77	2,040	169.93	1,971	164.18	2,267	188.84
76		1,838	153.11	2,113	176.01	2,041	170.02	2,348	195.59
77		1,903	158.52	2,188	182.26	2,113	176.01	2,430	202.42
78		1,972	164.27	2,268	188.92	2,191	182.51	2,520	209.92
79		2,042	170.10	2,350	195.76	2,269	189.01	2,610	217.41
80		2,116	176.26	2,433	202.67	2,351	195.84	2,703	225.16
81		2,190	182.43	2,519	209.83	2,433	202.67	2,799	233.16
82		2,264	188.59	2,604	216.91	2,516	209.58	2,894	241.07
83		2,344	195.26	2,696	224.58	2,605	217.00	2,996	249.57
84		2,425	202.00	2,788	232.24	2,695	224.49	3,099	258.15
85		2,500	208.25	2,875	239.49	2,777	231.32	3,195	266.14
86		2,573	214.33	2,958	246.40	2,858	238.07	3,287	273.81
87		2,644	220.25	3,041	253.32	2,938	244.74	3,380	281.55
88		2,716	226.24	3,124	260.23	3,018	251.40	3,472	289.22
89		2,788	232.24	3,207	267.14	3,098	258.06	3,563	296.80
90		2,858	238.07	3,287	273.81	3,176	264.56	3,652	304.21