



Add it up

Ancillary Bonus Program

Ancillary applications can earn more for you

Qualification periods

September 1 - 30, 2018
with effective dates no later than October 31, 2018
(payout by 11/15/18)

October 1 - 31, 2018
with effective dates no later than November 30, 2018
(payout by 12/15/2018)

November 1 - 30, 2018
with effective dates no later than December 31, 2018
(payout by 1/15/2019)

December 1 - 31, 2018
with effective dates no later than January 31, 2019
(payout by 2/15/19)

Qualifying products

Dental, Vision and Hearing
Cancer and Heart Attack or Stroke/ Cancer (GA)
Hospital Indemnity Flex/Hospital Indemnity
Recovery Care/Nursing Facility Care
Home Care Plus/Home Care

Underwritten by
Continental Life Insurance Company of Brentwood, Tennessee (CLI)
an Aetna Company

Payout details

Submit qualifying applications for the qualifying product(s) and receive an extra bonus per issued policy. The more applications submitted and policies issued, the more extra dollars received. There's no limit to the amount of extra money you can earn!

Cash details (per issued policy)

Product	Bonus
Dental, Vision and Hearing	\$25
Cancer and Heart Attack or Stroke/Cancer (GA)	\$25
Hospital Indemnity Flex/Hospital Indemnity	\$25
Recovery Care/Nursing Facility Care	\$50
Home Care Plus/Home Care	\$50

Examples: Submit 10 qualifying Dental, Vision and Hearing applications and receive an additional \$250.
Submit 10 qualifying Recovery Care applications and receive an additional \$500.

Additional bonus program details are on the back.

2018

Ancillary Bonus Program details

More details

Application date on qualifying production must be between stated qualification timeframes. Bonus is limited to one active policy per insured. Policies must be issued on or before the indicated effective date to qualify. Internal replacements* or exchanges do not count toward qualification. Business written on self or immediate family** members does not count toward qualifying production. Premiums under \$15 monthly EFT or \$180 annually do not count toward qualifying production. Applications written on spouses/domestic partners living in the same household do not count toward qualifying production. Qualifiers must maintain an 80% persistency on qualifying business. Policies must remain in force for 90 days to avoid a chargeback. Chargebacks reconciled by April 15, 2019.

The cash payouts will be issued by check on the indicated payout dates. All federal, state, and local taxes associated with the receipt of cash are the sole responsibility of the recipient. CLI has the exclusive right to change the program rules during the qualification period. The program is subject to all state compensation restrictions based on the issue state of the policy. Participation is based on meeting the required production levels; and the qualifier must be in compliance with all company and state marketing rules and regulations and be in good standing with Aetna and its legal entities at the time payment is made. Agents must be properly appointed and approved to sell in order to submit business.

*Internal replacement is defined as a replacement of a product from one Aetna underwriting company to another.

**"Immediate family" means a child, spouse, mother, father, sister, or brother of you or your spouse/domestic partner.

For additional information
Contact the Agent Services team at
800-264-4000



aetnaseniorproducts.com