

# Bonus Programs

Medicare Supplement and Ancillary products



The more qualifying applications submitted and policies issued, the more bonus you earn!

Ready, set, go...  
get your bonus!

## QUALIFYING PRODUCTS

### Medicare Supplement

Submit qualifying applications and receive the following bonuses:

Electronic applications\*

**\$100 each**

Underwritten

**\$25 each**

Open Enrollment

Paper applications\*

**\$25 each**

Underwritten

**\$10 each**

Open Enrollment

To receive a payout, you must submit a minimum of 5 signed applications monthly (underwritten, guaranteed issue or open enrollment) and policies must be issued by dates indicated below.

♥ Also includes new **Medicare Supplement** from:  
**Accendo Insurance Company**  
part of the CVS Health® family of companies and Aetna affiliate

\*In SC both Underwritten and Open Enrollment will pay at \$50.

### Ancillary/life

Submit qualifying applications of any of the qualifying ancillary/life products and receive the following bonus:

**\$25 bonus per application** (electronic and paper)

Submit a qualifying Medicare Supplement application with a qualifying ancillary product from below\* and receive an **additional \$25 bonus per application.**

\*Final Expense products are excluded from additional \$25 bonus.

- Dental, Vision and Hearing Plus
- Dental, Vision and Hearing
- Cancer and Heart Attack or Stroke/Plus
- Hospital Indemnity/Flex
- Recovery Care/Nursing Facility Care/Home Recovery Care
- Home Care/Plus
- Protection Series Final Expense

Policies must be issued by dates indicated below, with \$180 minimum annual premium.

Important bonus program details are on the next page

## QUALIFICATION PERIODS

| Application dates      | Effective dates                 | Issued by          | Payout by         |
|------------------------|---------------------------------|--------------------|-------------------|
| July 1 – 31, 2022      | July 1 – December 31, 2022      | August 15, 2022    | September 1, 2022 |
| August 1 – 31, 2022    | August 1 – December 31, 2022    | September 15, 2022 | October 1, 2022   |
| September 1 – 30, 2022 | September 1 – December 31, 2022 | October 15, 2022   | November 1, 2022  |



# Bonus program details

Medicare Supplement and Ancillary products

Q3  
2022

## Qualifying states

### Medicare Supplement

AL, AZ, CA, FL, GA, IA, ID, IL, IN, KY, LA, MD, MI, MO, MS, NC, ND, NE, NH, NJ, NM, NV, OH, OK, OR, PA, RI, SC<sup>1</sup>, SD, TX, UT, VA, WY

### Ancillary

All of the above states; and AR, CO, CT, DE, KS, ME, MN, MT, TN, VT, WI, WA, WV

## Program details

Application date on qualifying production must be between qualification dates on prior page. Qualifying Medicare Supplement production is limited to one active policy per insured. Policies must be issued on or before dates on prior page 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. Minimum production and payout will be calculated based upon percentage of commission earned for each policy\*\*\*. Qualifiers must maintain an 80% persistency on qualifying business. Policies must remain in force for 90 days to avoid a chargeback. Chargebacks reconciled by March 31, 2023.

Bonuses will be paid in the same method in which you receive your standard commissions. All federal, state, and local taxes associated with the receipt of cash are the sole responsibility of the recipient. Aetna 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. All discrepancies must be brought to Aetna's attention within three (3) months of ending effective date indicated above. Nothing herein is to be interpreted as a desire not to receive applications for Medicare Supplement policies from consumers desiring coverage without underwriting.

\*Internal replacement is defined as a replacement of a product from one Aetna/Accendo entity/affiliate to another.

\*\*"Immediate family" shall mean a child, spouse, mother, father, sister or brother of You or Your Spouse/Domestic Partner.

\*\*\* Examples of "Percentage of commission earned":

**Medicare Supplement:** 10 qualifying policies with 50% agent split (commission earned) equates to 5 policies credited towards incentive.

**Ancillary/life:** 5 qualifying policies with 50% agent split (commission earned) equates to 2.5 policies credited towards incentive.

<sup>1</sup> In SC both Underwritten and Open Enrollment will pay at \$50.

## Medicare Supplement underwritten by:

- **Accendo Insurance Company**  
Part of the CVS Health® family of companies and Aetna affiliate
- **Aetna Health and Life Insurance Company**
- **Aetna Health Insurance Company**
- **American Continental Insurance Company**
- **Continental Life Insurance Company of Brentwood, Tennessee**

## Ancillary/life products underwritten by:

- **Continental Life Insurance Company of Brentwood, Tennessee**

NOTE: Accendo Final Expense does not qualify for this bonus program.

For additional information  
**Contact the Agent Services team at 866-272-6630**

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