

Quality health plans & benefits  
Healthier living  
Financial well-being  
Intelligent solutions

aetna<sup>SM</sup>

## New quarter, new bonus. Earn up to \$15,000!

Aetna Advantage Plans for Individuals,  
Families and the Self-Employed

### Get Out Front with Aetna faster with easier-to-reach bonus tiers

Earning a bonus for selling individual Aetna Advantage Plans has never been easier, or more rewarding. Right now, you can **earn up to \$15,000, above your regular commission**, when you enroll applications with effective dates from July 1, 2012 through September 15, 2012.

#### Qualify for the first bonus level with just 5 enrolled applications

5 enrolled applications! That's all it takes to reach the Tier 1 payout of \$750. But don't stop there. If you keep selling, you can hit new bonus tiers at 10, 20, 30, 40 and 50 enrolled applications, and enjoy progressively higher bonuses.

#### Q3 2012 Bonus Tiers and Payouts

Q3 2012 enrolled applications	2012 payout for Q3
5	\$750
10	\$3,000
20	\$4,500
30	\$6,000
40	\$9,000
50	\$15,000

**Opt in now.**

Need help? Call **1-888-54 AETNA**  
(1-888-542-3862).

# Be sure to opt in to this bonus program

See the Bonus/Incentive Programs in the Service section on Producer World® to take advantage of this program. Once you're in, you'll receive monthly e-mails on your program status with enrolled applications to date, and an e-mail advising you of your final payout level.

Note: Sales incentive program payments will be issued two weeks after the 60-day retention period for the last eligible effective date in the quarter (end of November).

## Sales Incentive Program Guidelines

- This program applies to the sale of Aetna Advantage Plans for Individuals, Families and the Self-Employed, in all states where the plans are sold.
- This program applies to enrolled and approved applications and must be in force for a minimum of 60 days, based on effective dates of July 1, 2012 through September 15, 2012.
- Applications eligible for this program are based on TIN and SSN. Applications from different TINs and SSNs cannot be combined.
- This program is available only to licensed and appointed Aetna brokers.
- The broker must generate a minimum of 5 enrollments to be eligible for this program.
- Brokers who sell through a General Agent (GA) are eligible to qualify.

- Brokers who sell through a call center, General Agents selling as Producers, and e-Vendors are not eligible.
- Eligibility for payments under this program is conditioned on broker's advance disclosure of the nature of compensation programs to customers.
- Sales incentive program payments will be issued two weeks after the 60-day retention period for the last eligible effective date in the quarter (end of November).
- Applications submitted for the AARP® Essential Premier Health, HIPAA, or standalone Aetna dental plans do not qualify for this program.

**Opt in now.**

**Need help? Call 1-888-54 AETNA  
(1-888-542-3862).**

**This information is for brokers only. Aetna Advantage Plans for Individuals, Families and the Self-Employed are underwritten by Aetna Life Insurance Company and Aetna Health Inc. (together, "Aetna").**

Eligibility for participation in this program is conditioned on the Producer's advance written disclosure to customers of the nature of the compensation the producer may be entitled to receive from Aetna. More detail concerning disclosure requirements can be found by accessing our standard producer agreement at <https://www.Aetna.com/producers>. This incentive reward may be taxable to you. You may wish to consult with a tax advisor as to the proper tax treatment of this incentive reward.

[www.aetna.com](http://www.aetna.com)