

Travel the road to success with a trusted business partner — Aetna!

Aetna Small Group 2011 Broker Bonus Plan*

New Business Quarterly Bonus Program Texas and Oklahoma

Effective August 1, 2011 - December 15, 2011

Enhanced Bonus Program

Payment details

- Payments will be made quarterly
- Points from different TINs cannot be combined
- Applies to new business Aetna Small Group cases only

Earn \$1250 for every 20 approved new business medical applications under 200 subscribers, and \$2,500 for every 20 approved new business medical applications over 200 subscribers.

For additional information on this bonus program, please contact your Aetna Account Executive, or Broker Services at 1-866-899-4379.

Choose the route you want to take to arrive at success

Route 1

You will receive a \$1,250 bonus for every 20 approved new business medical applications until you reach 200 subscribers sold.

Example:

- You sell 20 subscribers = \$1,250
- You sell 30 subscribers = \$1,250
- You sell 40 subscribers =
\$1,250 + \$1,250 = \$2,500
- You sell 100 subscribers = \$1,250 +
\$1,250 + \$1,250 + \$1,250 =
\$6,250
- You sell 200 subscribers = \$12,500

Once you sell more than 200 new business medical subscribers you move into Tier 2.

Go the distance and reach our Net-Growth Bonus

Once you hit and maintain 200 lives in-force, you become eligible for an added Retention Bonus based on the quarterly net growth of your book of business with Aetna Small Group. You must qualify for at least 1 new business bonus in a calendar quarter in order to be eligible for this net-growth bonus.

For further details on this retention bonus, please contact your Small Group Account Executive or Broker Liaison.

Route 2

Once you exceed 200 new business medical subscribers sold, you start to earn \$2,500 for every 20 approved new business medical applications.

Example:

- You sell 220 subscribers = The amount for the first 200 subscribers = \$12,500, plus \$2,500 for the 20 subscribers over 200. The grand total paid to you = \$15,000
- You sell 300 subscribers = The amount for the first 200 subscribers = \$12,500, plus 5 bonuses at \$2,500 (\$12,500)
The grand total paid to you = \$25,000

*Program is subject to modification at any time and will be administered at the sole discretion of Aetna. Aetna will review the program on a quarterly basis and reserves the right to end this program at any time.

Aetna is the brand name used for products and services provided by one or more of the Aetna group of subsidiary companies. Those companies include: Aetna Health Inc., Aetna Health Insurance Company, Aetna Health Insurance Company and/or Aetna Life Insurance Company (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>. Broker must qualify for at least 1 new business bonus in a calendar quarter in order to be eligible for this net growth bonus. Aetna reserves the right to modify or discontinue this program at any time. Company records determine broker's eligibility and final results. Awards will be considered income and fully taxable. Information is believed to be accurate as of the production date; however, it is subject to change. For more information about Aetna plans, refer to www.aetna.com.

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