



Sell our Senior Supplemental products* now and you could say “Hello Spain” in Barcelona in 2014.

QUALIFICATION PERIOD:

March 1, 2013 – March 31, 2014

DESTINATION:

Barcelona, Spain

TRIP:

Spring 2014

QUALIFICATION REQUIREMENTS:

Combination of Medicare Supplement, Complementary, and Final Expense Products –

- MGAs (Top 10 qualify) \$5,000,000 min. production
- Recruiting GAs (Top 10 qualify).... \$1,000,000 min. production
- Agents \$200,000 min. production

Complementary Products only –

- Agents (Top 10 qualify) \$200,000 min. production

Final Expense only –

- Agents (Top 10 qualify) \$200,000 min. production

QUALIFYING PRODUCTS:

- Medicare Supplement = one for one on production
- Complementary Products = two for one on production (Cancer Plus, Continental Care, Home Care, Nursing Facility Care)
- Final Expense = two for one on production

PRESIDENT’S CABINET:

- Top five MGAs ○ Top five GAs ○ Top five Agents

COMPANIONS:

Each qualifying winner may have one companion participate in the trip at no additional charge.

Track your progress:

Go to aetnaseniorproducts.com, agent side, then Promotions section.

Other contest details:

Application date on qualifying production must be between March 1, 2013 and March 31, 2014. Qualifying production is based on all new, issued annualized premium and each qualified policy must be issued on or before April 15, 2014 and be in force on or before that start date of the trip. Qualifying production is limited to one policy per issued for each product. Internal replacements** or exchanges do not count towards contest qualification. Qualifiers must maintain an 80% persistency on qualifying business. All policies issued in CA, CT and ME are excluded. All Medicare Supplement policies issued in MN and WV are excluded due to state compensation restrictions. ACI, CLI, and AHLIC life and other health policies issued in MN and WV do qualify.

Aetna has the exclusive right to change the program rules during the qualification period and are subject to all state compensation restrictions based on the issue state of the policy. Participation is based on meeting the required production levels and receiving a written invitation to attend the trip. Qualifiers must be in compliance with all company and state marketing rules and regulations and be in good standing with Aetna Inc. and its legal entities. All federal, state, and local taxes associated with the receipt of a prize are the sole responsibility of the recipient. The trip has no cash value and is non-transferable.

Questions: Call the Agent Services team at 800 264.4000 (option 3, then 1), email AetSSlinformation@Aetna.com, or go to aetnaseniorproducts.com (agent side, Promotions section).

*Includes all products underwritten by American Continental Insurance Company (ACI) and Continental Life Insurance Company of Brentwood, Tennessee (CLI), both Aetna Companies; Medicare Supplement underwritten by Aetna Health and Life Insurance Company (AHLIC); Medicare Supplement underwritten by Genworth Life and Annuity Insurance Company (GLAIC) and Genworth Life Insurance Company (GLIC), both Genworth Financial Companies with policy administration by Aetna Life Insurance Company and its affiliates. Not all members of the Aetna family of companies’ policies are available in all states.

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