

A HOT TRIP TO A COOL SPOT ...

St. Regis Resort, Aspen, Colorado

Sunday, March 29, 2009 to Wednesday, April 1, 2009

**Sell Aetna
Small Group
in 2008.
Enjoy Aspen
in 2009.**



2008 Broker Trip

West Region
California
Washington

Unlike any other location we've been to before, you can expect nothing less than a remarkable experience. Aspen is one of Colorado's favorite year-round resort areas. It offers an interesting history, challenging outdoor recreation opportunities, abundant cultural activities and beautiful natural scenery. With 5,285 acres of pristine beauty, superb conditions and extreme adventure, there's something for everyone.

Eligibility

Appointed and licensed Aetna agents who accumulate a minimum of **200 points** in CA & WA by selling Aetna Small Group products.

Qualifying Dates

January 1, 2008 to
December 31, 2008
(group effective dates)

Qualifications

(for each new subscriber sale)

1 point per application for:

- Medical
- Dental
- Packaged Dental, Life & Disability
- Medicare Advantage

1/2 point per application for:

- Life

We want you to know[®]





Sales Incentive Program Guidelines

1. This contest is for new sales only. Groups that convert from an existing Aetna plan to one of the new Small Group platform products are not eligible. Points accumulating for this contest are based on production by TIN. Points from different TINs cannot be combined. *E-vendors and Medicare Supplemental applications are not included.*
2. Company records determine final winners and final results are subject to management review. This contest is subject to modification at any time and will be administered at the sole discretion of the company.
3. Trips will be awarded to the principals or top producers of qualifying agencies. No substitution, transfer or assignment of trips permitted without advance written approval from Aetna.
4. The trip must be taken on dates stated in this flyer and is for qualifying brokers and their adult guest (over the age of 21). If eligible winners choose to bring their children it will be at their own expense. Children are not permitted to participate in any company-sponsored events, including meals and activities (business social and/or recreational).
5. The trip includes round trip coach air transportation from the closest major airport to the winner's home using Aetna's travel department; hotel accommodations; airport transfers to and from the hotel on the official trip dates; activities; breakfast and dinner. Trip winner and his/her adult guest are responsible for all required travel documents. Once air transportation has been ticketed, the costs incurred for any changes are at the expense of the individual ticket holder.
6. A maximum of two trips per firm will be awarded to each agency.
7. If a broker cannot attend for any reason, no substitute trip or cash buy-out will be available.
8. All program participants will receive a 1099 form for tax purposes.
9. Eligibility for payments under this program are conditioned on producer's advance disclosure of the nature of compensation programs to customers.



Aetna is the brand name used for products and services provided by one or more of the Aetna group of subsidiary companies, including Aetna Life Insurance Company.

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>.

Company records determine broker's eligibility and final results. Awards will be considered income and fully taxable. Programs are subject to modification at any time and will be administered at the sole discretion of Aetna. Aetna reserves the right to end these programs at any time. This material is for informational purposes and contains only a partial, general description of program terms and conditions. This material does not constitute a contract.