

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



Increase the amount you earn by selling California Small Group business

For groups with 1 – 100 eligible employees for April – June, 2016 effective dates

Health insurance is one of the most important—and personal—decisions your clients make. And the more complicated it becomes, the more they need an experienced team.

Let's work together to provide the right health benefit solutions for your clients.

California brokers: Earn up to \$75 per enrolled subscriber on new business sales with 1 – 100 eligible employees

Medical new business bonus

Apps sold	Bonus per enrolled employee
25–49	\$25.00
50–99	\$50.00
100+	\$75.00

Sell 100 apps between April 1, 2016 and June 30, 2016:
100 apps x \$75 = \$7,500 bonus

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, Aetna Health of California Inc., Aetna Dental of California Inc., and their affiliates (Aetna).

Must be licensed and appointed (where required) with Aetna and have an in-force producer agreement. All new business cases must be submitted using the same Agent/Agent Social Security or Tax ID number. Payments will be made within 90 days following the end of the qualifying period. Company records determine producer's eligibility and final results. Awards will be considered income and fully taxable. Programs outlined above are subject to modification at any time and will be administered at the sole discretion of Aetna. This material is for informational purposes only and contains a partial, general description of program terms and conditions. This material does not constitute a contract. This bonus program replaces all previous programs for all producers. 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 details concerning disclosure requirements can be found by accessing our standard producer agreement at www.aetna.com/producers. Broker of record losses/gains or segment transfers will not count toward your book of business for membership growth bonus as long as the group remains active with Aetna. Aetna reports will be the only basis used for the contest. Aetna reserves the right to change or discontinue this program at any time.

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