Q3 2026
Incentive Program

Medicare Supplement and Ancillary products

The more qualifying applications submitted and policies issued, the more incentive you earn!

QUALIFYING PRODUCTS

Medicare Supplement

Submit qualifying electronic applications and receive the following incentives:

Underwritten
$100 each

Open Enrollment
$25 each

To receive a payout, you must submit a minimum of 5 signed applications monthly (underwritten, guaranteed issue or open enrollment) and policies must be issued by dates indicated below. Payouts will occur in the month in which policies become effective. See program details for complete information.

*In SC both Underwritten and Open Enrollment will pay at $50.

Ancillary/life

Submit qualifying electronic applications of any of the qualifying ancillary/life products and receive the following incentive:

All Dental, Vision and Hearing products
$25 each

All other qualifying ancillary/life products
$50 each

Policies must be issued by dates indicated below, with $180 minimum annual premium.

Qualifying ancillary/life products:

- Dental, Vision and Hearing, Dental, Vision and Hearing Plus, Dental, Vision and Hearing Flex
- Cancer and Heart Attack or Stroke Plus
- Hospital Indemnity Flex
- Recovery Care/ Recovery Care Choice/Nursing Facility Care/ Home Recovery Care
- Home Care Plus
- Protection Series℠ Final Expense

QUALIFYING PERIODS

Important incentive program details are on the next page.

Effective dates	Issued by	Payout by
July 1 - July 28, 2026	August 15, 2026	September 1, 2026
August 1 - August 28, 2026	September 15, 2026	October 1, 2026
September 1 - September 28, 2026	October 15, 2026	November 1, 2026

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Incentive program details

Q3 2026

Medicare Supplement and Ancillary products

Program details

Effective date on qualifying production must be between qualification dates and policies must be issued on or before the dates outlined on the prior page. Qualifying Medicare Supplement production is limited to one active policy per insured. Internal replacements* or exchanges do not count toward qualification. Business written on self or immediate family** members does not count toward qualifying production. Premiums under $15 monthly EFT or $180 annually do not count toward qualifying production. Minimum production and payout will be calculated based upon percentage of commission earned for each policy***. Qualifiers must maintain an 80% persistency on qualifying business. Policies must remain inforce for 90 days to avoid a chargeback. Chargebacks reconciled by December 31, 2026.

Incentives will be paid in the same method in which you receive your standard commissions. All federal, state, and local taxes associated with the receipt of cash are the sole responsibility of the recipient. Aetna has the exclusive right to change the program rules during the qualification period. The program is subject to all state compensation restrictions based on the issue state of the policy. Participation is based on meeting the required production levels; and the qualifier must be in compliance with all company and state marketing rules and regulations and be in good standing with Aetna and its legal entities at the time payment is made. Agents must be properly appointed and approved to sell in order to submit business. All discrepancies must be brought to Aetna's attention within three (3) months of ending effective date indicated above. Nothing herein is to be interpreted as a desire not to receive applications for Medicare Supplement policies from consumers desiring coverage without underwriting.

Qualifying states

Medicare Supplement

AK, AL, AR, AZ, CA, DC, FL, GA, IA, ID, IL, IN, KS, KY, LA, MD, MI, MO, MS, NC, ND, NE, NH, NJ, NM, NV, OH, OK, OR, PA, RI, SC[1], SD, TX, UT, VA, WY

Ancillary

All of the above states; and CO, CT, DE, ME, MN, MT, TN, VT, WI, WA, WV

Medicare Supplement underwritten by:

- Aetna Health and Life Insurance Company
- Aetna Health Insurance Company
- American Continental Insurance Company
- Continental Life Insurance Company of Brentwood, Tennessee

Ancillary/life products underwritten by:

- Continental Life Insurance Company of Brentwood, Tennessee

NOTE: Accendo Final Expense does not qualify for this incentive program.

For additional information contact the Agent Services team at 1-866-272-6630.

*Internal replacement is defined as a replacement of a product from one Aetna/Accendo entity/affiliate to another.

**"Immediate family" shall mean a child, spouse, mother, father, sister or brother of You or Your Spouse/Domestic Partner.

*** Examples of "Percentage of commission earned":

Medicare Supplement: 10 qualifying policies with 50% agent split (commission earned) equates to 5 policies credited towards incentive.

Ancillary/life: 5 qualifying policies with 50% agent split (commission earned) equates to 2.5 policies credited towards incentive.

[1] In SC both Underwritten and Open Enrollment will pay at $50.