AETNA SENIOR SUPPLEMENTAL INSURANCE

Next-Level Rewards

Ready to turn performance into bigger rewards? Level up your earnings with our **2026 rewards program**.





QUALIFYING PERIOD:
January 1 – December 31, 2026

LEVEL	TIER 1		TIER 2		TIER 3		TIER 4		TIER 5		TIER 6		TIER 7	
	Production	Reward	Production	Reward	Production	Reward	Production	Reward	Production	Reward	Production	Reward	Production	Reward
15	$6M	$4K	$12M	$9K	$18M	$14K	$22M	$20K	$26M	$27K	$30M	$35K	$34M	$42K
14	$3M	$4K	$6M	$8K	$10M	$12K	$14M	$16K	$18M	$20K	$22M	$24K	$26M	$28K
13	$1.5M	$4K	$3M	$8K	$5M	$12K	$7M	$16K	$9M	$20K	$11M	$24K	$13M	$28K
11 & 12	$1M	$4K	$2M	$8K	$4M	$12K	$6M	$16K	$8M	$20K	$10M	$24K	$12M	$28K
Agents 1-10	$200K	$4K	$250K	$5K	$350K	$6K	$450K	$7K	$550K	$8K	$650K	$9K	$750K	$10K

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aetna®

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Aetna Senior Supplemental Insurance 2026 Rewards

QUALIFICATION PERIOD:
January 1 – December 31, 2026

Qualifying products and requirements are a combination of any of these products:

- Medicare Supplement = one-for-one on production
- Final Expense = two-for-one on production
- Ancillary = three-for-one on production

Application date on qualifying production must be between January 1 and December 31, 2026. Qualifying production* is based on all new, issued annualized premiums, and each qualified policy must be issued on or before January 15, 2027, and be in force on or before February 1, 2027, and one payment on or before May 1, 2027. Qualifying production is limited to one policy per individual for each product. Internal replacements** or exchanges do not count toward contest qualification. Qualifiers must maintain an 80% persistency on qualifying business. Business written on self or immediate family*** members does not count toward qualifying production.

Aetna® has the right to change the program rules during the qualification period and is subject to all state compensation restrictions based on the issue state of the policy. Participation is based on meeting the required production tiers and receiving a communication about your qualification. Qualifiers must be in compliance with all company and state marketing rules and regulations and be in good standing with Aetna and all affiliates. Aetna will send a Form 1099 to qualifiers for the tiered amount they qualify for. All federal, state and local taxes are the sole responsibility of the qualifier.

*Includes all products underwritten by Accendo Insurance Company, part of the CVS Health® family of companies and Aetna affiliate; American Continental Insurance Company and Continental Life Insurance Company of Brentwood, Tennessee; and Medicare Supplement plans underwritten by Aetna Health Insurance Company and Aetna Health and Life Insurance Company; Ancillary/life products underwritten by: Continental Life Insurance Company of Brentwood, Tennessee. Not all products and policies are available in all states.

Excluded States for Medicare Supplement: AK, AR, CO, DC, DE, MN, MT, SC, TN, VT, WI, WV

Excluded for Ancillary: AK, DC, HI, MA, MT

**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.

Aetna is the brand name used for products and services provided by one or more of the Aetna group of companies.

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AetnaSeniorProducts.com

Get more information

Contact the Agent Services team at **1-866-272-6630 (TTY: 711)**.

Track your progress

Visit **AetnaSeniorProducts.com** (agent side/incentives).

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