



Aetna Small Group Producer Reward Program CALIFORNIA

2021

Get ready to earn more

It's simple. Just sell Aetna Small Group new business plans to groups in California with 1-100 eligible employees. When you do, you will be eligible to earn additional producer credits.

Getting started — about the program

- For cases with effective dates from January 1, 2021 through December 31, 2021, you can earn:
 - \$50 for each new enrolled employee, plus an additional \$25 for each employee enrolled in an Aetna Whole Health product
 - \$100 for each new enrolled employee when you sell 75 or more total enrolled employees, plus an additional \$50 for each employee enrolled in an Aetna Whole Health product
- For new business medical sales only.
- For groups with 1-100 eligible employees in California.
- Credits will be paid by the end of the second quarter of 2022.

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

Reap your rewards

Total enrolled employees	Credit per enrolled employee	<u>Additional Credit</u>
		Per enrolled employee in an Aetna Whole Health product
1 - 74	\$50	+\$25
75 +	\$100	+\$50

Example: A producer who sold 75 total enrolled employees, 30 of whom are enrolled in an Aetna Whole Health product, would earn \$9,000 total credits (75 x \$100 + 30 x \$50)
For illustrative purposes only

Ready to earn more? Contact your Aetna® sales professional.

[Aetna.com](https://www.aetna.com)

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Some guidelines to keep in mind

Program term

- New business sold with effective dates January 1, 2021, through December 31, 2021.

Eligible participants

- Must be licensed and appointed (where required) and have an in-force Producer Agreement.
- General Agents are not eligible to participate.

Eligible business

- New fully insured business with 1-100 eligible employees in California.
- The relationship between the producer and plan sponsor must be documented to Aetna's satisfaction.
- All new business cases must be submitted using the same tax identification number.
- Must be new business to Aetna (conversions are not eligible).
- The primary producer is eligible for payment on business sold through a General Agent.

Disclosures

- Producer is required to provide advanced written disclosure to customers on the nature of the compensation that the producer may be entitled to receive from Aetna.
- More details can be found by accessing our standard Producer Agreement at [Aetna.com/insurance-producer/document-library/aetna-producer-agreement.pdf](https://www.aetna.com/insurance-producer/document-library/aetna-producer-agreement.pdf)
- Credits outlined in this document are not charged to the customer's experience-rated contracts but will be disclosed in accordance with Aetna's Producer Compensation Disclosure policy.

Payments

- Credits will be paid by the end of the second quarter of 2022.
- Credits will be reported as taxable income.
- Payments will be submitted under one Tax Identification Number (TIN). We will not split payments to multiple brokers or TINs.
- No disputes about any payment under the program will be considered unless communicated in writing within 90 days of payment release. Any retroactive payment revision will not be considered after 90 days post- payment release.

This material is for informational purposes only. It does not constitute a contract, nor does it modify an existing contract. The interpretation, application and administration of the provisions of the programs included in this publication shall be solely determined by Aetna, and its decision shall be final. Information is believed to be accurate as of the production date; however, it is subject to change. For more information about Aetna plans, refer to Aetna.com.

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