

# Aetna Small Group Broker Rewards Program California

## 2020

### Get ready to earn more

It's simple. Just sell Aetna new business plans to groups in California with 1-100 eligible employees. When you do, you'll receive a reward.

### How it works:

- For case effective dates, starting January 1, 2020 through December 31, 2020, you can earn:
  - \$50 for each new enrolled employee
  - Sell 75 or more total enrolled employees, and receive \$100 per enrolled employee
- For new business medical sales only
- Includes groups with 1-100 eligible employees
- Rewards are paid approximately 60 days after end of program



## Reap your rewards

Total Enrolled Employees	Bonus per Enrolled Employee
1-74	\$50.00
75+	\$100.00
75 total enrolled employees* X \$100 per enrolled employee	
<b>\$7,500.00 total reward</b>	

\*For illustrative purposes only

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



aetna.com

# Rules, requirements and other fine print

- Eligibility is limited to producers selling to California accounts (cases with 1 –100 eligible employees). New business sales only, renewals do not qualify.
- Payment must be submitted under one Tax Identification Number (TIN) to qualify. We will not split payments from multiple brokers or Tax Ids.
- Payments will be made approximately 60 days after end of the program period. Producer must be the active broker of record at the time of payment. Cases for which the New Business Credit will be paid must be active at the time of payment.
- Must be licensed and appointed (in California) with Aetna and have an in-force producer agreement.
- Broker of record losses/gains or segment transfers are not eligible toward your bonus under this incentive program. Aetna reports will be the only basis used for the contest. Aetna reserves the right to change or discontinue this program at any time.
- General agents are not eligible.
- This material is for informational purposes only. This material does not constitute a contract.
- This program is offered at the sole discretion of Aetna and can be terminated or modified by Aetna at any time and without notice. Any subsequent program is at the discretion of Aetna.
- Application of programs and determinations of eligibility and payment amounts, if any, will be made by Aetna at our sole discretion. Decisions made by Aetna will be final.
- Programs outlined above are subject to modification at any time and will be administered at the sole discretion of Aetna.
- Eligibility is contingent upon the producer's advance written disclosure to customers of the nature of the compensation the producer may be entitled to receive from Aetna. More disclosure requirements are available at [aetna.com/insurance-producer.html](https://www.aetna.com/insurance-producer.html).
- Programs outlined in this document are not charged to the customers' experience-rated contracts, but will be disclosed in accordance with Aetna's Producer Compensation Disclosure policy.
- The producer doesn't need to be compensated under the base compensation program for a case to qualify. For example, the producer may receive a consulting fee, service fee or commission payment. The relationship between the producer and plan sponsor must be documented to Aetna's satisfaction.
- Company records determine producers' eligibility and final results. Awards will be considered income and fully taxable.

**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, Aetna Health of California Inc. and its affiliates (Aetna).**

This material is intended for brokers only.

