



\$50 AFA Broker Bonus

When you sell Aetna Funding Advantage (AFA) to small groups with up to 50 eligible employees, your clients get the benefits of self-funding with protection and predictability. And you get rewarded with this special bonus. **This bonus is for new AFA sales and existing Aetna cases being moved to AFA with up to 50 eligible employee sizes, provided that the AFA plan is administered by Aetna.***

It's simple. **From February 1, 2018 through January 1, 2019 effective dates, you'll earn \$50 per employee for every AFA small group sold case.** Take a look at how the numbers add up:

Example: 50 enrolled employees x \$50 per employee=\$2,500 bonus

- No cap on bonus potential
- Bonus amounts paid quarterly

Set your sights on AFA and get ready to earn. Want to learn more about AFA offerings? Contact your Aetna Representative.

*Bonus program not available in Colorado

General agents are not eligible. 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. Program applies to self-funded new AFA sales and existing Aetna cases being moved to AFA in select states with effective dates between February 1, 2018 and January 1, 2019, provided, however, that the AFA plan is administered by Aetna. Eligibility is limited to producers selling new groups or moving existing Aetna groups to AFA (cases with 5 to 50 eligible employees). 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 identification number. One-time per-case payments will be made within 60 to 90 days after the effective date of the sold case. Agency must be the active broker of record at the time of payment. Cases for which the bonus will be paid must be active at the time of payment. Case must be sold in situs state to be eligible. 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. Programs may not be available in all geographic regions. 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. Aetna's Incentive 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. Programs 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. 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. The producer does not 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.