



## 2018 Broker Bonus Program

### Participation is easy!

Aetna is redefining health care through a new team approach that delivers a better member experience at a lower cost. So to put our money where our mission is, we're giving you big bonuses for bringing customers on board.

Earn more money while growing your book of business.

#### Here's how it works:

We will pay \$50 per enrolled subscriber for fully insured new business sold with between 51 and 100 eligible employees with effective dates between 9/1/18 and 12/31/18. If you sell 3 or more new cases during this time you can earn up to \$75 per enrolled subscriber.

- If one new case sold during the contest period Aetna will pay \$50 per enrolled subscriber.
- If 2 new cases are sold during the contest period Aetna will pay \$50 per enrolled subscriber for both cases.
- If 3 or more new cases are sold during the contest period Aetna will pay \$75 per enrolled subscriber for all 3 or more cases sold.

\*Newly sold business must have at least 40 enrolled employees to qualify for the bonus.

**Program rules and details:**

- The bonus applies to brokers located in DC, MD and VA only.
- Bonus applies to 51-100 business located in DC, MD and VA only.
- The bonus applies to new business sold with the effective dates of 9/1/18, 10/1/18, 11/1/18, and 12/1/18.
- The groups must have at least 40 enrolled subscribers to qualify for the bonus.
- Bonus will be paid out in February for 2019 and sold cases must be active at the time of the payout in order for the bonus to be paid.