



Set sail toward a better bottom line in '09 with our new bonus program

Make some waves this summer: Sea how our consumer-directed products can help you salt away the sales. And, discover how our Small Group HSA-HRA bonus program can help buoy your book of business from now until year-end.

New qualifying criteria

You'll earn a \$75 per medical application bonus from **August 1-September 30, 2009** by doing all the following:

- Selling at least 2 small groups AND at least 30 lives.
- Selling HSA-Compatible products in New Jersey, Connecticut and Maine only; sales in New York are excluded.
- Obtaining a [signed affirmative attestation](#) from the employer that no underlying wrap plan is in place, nor is the funding of the deductible in excess of 50 percent. Only cases with signed attestations will qualify for the bonus.

Once you meet the criteria above, the bonus will be paid.

Want to learn more?

Contact your Aetna General Agent, your Aetna account executive or our sales support team for more information.

Broker Contest Rules

- Applies to Aetna Small Group (2-50 lives) new business only in Connecticut, Maine and Northern New Jersey.
- Business applies to August 1-September 30, 2009 effective dates.
- Business must be submitted directly or through an Aetna General Agent.
- Production must be submitted under one TIN. We will not combine production from multiple brokers or TINs.
- All new business cases must be submitted using the same agent/agency tax ID number.
- Cases can only have one broker of record (BOR), no split cases.
- Program only applies to new business, not BOR takeovers.
- Aetna reserves the right to change, discontinue or adjust the program at any time.

Company records determine broker's eligibility and final results. Awards will be considered income and fully taxable. Programs are subject to modifications at any time and will be administered at

subject to modifications at any time and will be administered at the sole discretion of Aetna. Aetna reserves the right to end these programs at any time. This material is for informational purposes and contains only a partial general description of program terms and conditions. This material does not constitute a contract.

Eligibility for participation in this program is conditioned on the producer's advance written disclosure to customers of this nature of the compensation the producer may be entitled to receive from Aetna. More detail concerning disclosure statements can be found by accessing our [standard producer agreement](#).