

# Travel the road to success with a trusted business partner — Aetna!

## Aetna Small Group 2010 Net-Growth Bonus\*

Illinois and Ohio

- We'll take a beginning snapshot of your book of business on the day before the start of each new quarter, and then a closing snapshot at the end of the last month in each quarter. The closing snapshot will reflect all confirmed new business submitted within the quarter.
- Multiple TINs may not be combined in calculating a broker's complete book of business.
- Quarterly bonuses are targeted to be paid within 45 days of the close of the quarter.

**For additional information on this bonus program, contact your Aetna Account Executive, or Broker Services at 1-888-380-7821.**

**Get even more cash by growing and maintaining your book of business.**

### Go the distance and reach our Net-Growth Bonus

Once you hit and maintain 200 lives in-force, you become eligible for the Net-Growth Bonus. The bonus is based on the number of new clients you enroll and retain in a medical plan with Aetna Small Group for the quarter. You must qualify for at least 1 new business bonus in a calendar quarter in order to be eligible for this Net-Growth Bonus.

The quarterly bonus is paid by the following schedule:

3% Net Growth	
Subscribers	Bonus per medical subscriber
Under 200	\$0
200 – 699	\$5
700 – 1499	\$8
1500 – 2499	\$9
2500 +	\$10

  

8% Net Growth	
Subscribers	Bonus per medical subscriber
200 – 699	\$8
700 – 1499	\$9
1500 – 2499	\$10
2500 +	\$12

**AETNA AVE**

*Aetna Avenue® — Your Destination for Small Business Solutions®*

\*Program is subject to modification at any time and will be administered at the sole discretion of Aetna. Aetna will review the program on a quarterly basis and reserves the right to end this program at any time.

**Aetna is the brand name used for products and services provided by one or more of the Aetna group of subsidiary companies. Those companies include: Aetna Health Inc., Aetna Health Insurance Company and/or Aetna Life Insurance Company (Aetna).**

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 detail concerning disclosure requirements can be found by accessing our standard producer agreement at <https://www.aetna.com/producers>. Broker must qualify for at least 1 new business bonus in a calendar quarter in order to be eligible for this net growth bonus. Aetna reserves the right to modify or discontinue this program at any time. Company records determine broker's eligibility and final results. Awards will be considered income and fully taxable. 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 [www.aetna.com](http://www.aetna.com).



[www.aetna.com](http://www.aetna.com)

©2010 Aetna Inc.