



BrokerAlert

Small Group Business (2-50 eligible employees)*

*1-50 where required by state law

Northeast Small Group

November 6, 2003

Another day in the office making calls and checking email **or**
Snorkeling in the crystal clear waters of Grand Caymans?

Hmmm... tough choice.

**Will you be joining Aetna in the Grand Caymans?
Less than 50 days remain to qualify**

White sand, year-round sunshine, crystal blue water, ocean breezes...an island dream. Aetna Small Group can make this dream come true for you. Just **Raise your Sales** and find yourself on your way to a **4-day/3-night luxury vacation at the Westin Casuarina Resort and Spa on Grand Cayman Island** ...on us!

That's right. **On April 25 - 28 of 2004**, you and a guest (who is over the age of 21) can be splashing around in the resort's multi-level swimming pools surrounded by palm trees and blue skies, or admiring breathtaking views as you walk along the famous Seven Mile Beach on Grand Cayman. To qualify, you must be a licensed and appointed Aetna agent and you must issue the set amount of **Aetna Small Group applications with effective dates from March 1, 2003, to January 1, 2004**, for your state.*

It is that simple... the more you dive into selling new Small Group Medical, Life, packaged Life/Disability and dental products, the closer you can come to packing your sunscreen and shades as you prepare to set sail for the Caribbean waters in April 2004!

So don't miss the boat! Join Aetna next April in Grand Cayman, and fill your days with activities like snorkeling or scuba diving, golfing, getting pampered at a full-service spa, shopping, or taking a tour of this magnificent island. **Print out the attached flyer and get the details on exactly what products you have to sell to accumulate points and how many points are needed to qualify in your state.** We would hate to have you pass up this opportunity to join us in paradise!

To find out how many points you have towards the Raise Your Sales Incentive Trip, contact the Aetna Sales Support Center at **1-888-277-1053** or your Aetna Sales Manager for more information.



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*Products, point accumulation and number of points needed to qualify vary by state. Please see the attachment below for details on the contest in your state.

Note: this contest is for new sales only. Groups that convert from an existing Aetna plan to one of the new Small Group platform products are not eligible. Company records determine final winners and final results are subject to management review. Aetna reserves the right to limit the number of agents qualifying from a firm. Awards will be considered income and fully taxable. This contest is subject to modification at any time and will be administered at the sole discretion of the Company.