

Something to sink your teeth into

Introducing a small group (2 – 50 subscribers) dental broker bonus program in New York and Northern New Jersey

For more information about Aetna's dental plans in New Jersey and New York, please contact your Aetna general agent or account executive.

- Sell 20 dental apps = \$500 bonus**
- Sell 30 dental apps = \$750 bonus**
- Sell 50 dental apps = \$1,000 bonus**

Broker Contest Rules

- Effective dates: 9/1/07 – 12/15/07
- New business to Aetna Small Group only in Northern New Jersey and New York.
- Business submitted direct 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.

If sold with medical for the same effective date, the dental has an additional 1% commission for the first year.



Aetna is the brand name used for products and services provided by one or more of the Aetna group of subsidiary companies.

Company records determine producer's eligibility and final results. Awards will be considered income and fully taxable. Programs are subject to modification 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 information purposes only and contains 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 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 <https://www.aetna.com/producers>.

While this material is believed to be accurate as of the print date, it is subject to change.

We want you to know[®]



www.aetna.com