



New Medicare Supplement coming to 7 states

We will be introducing new Medicare Supplement plans in **Alabama, Arkansas, Idaho, Louisiana, Mississippi, Ohio, and Pennsylvania**, effective **July 12, 2017**. Not only do these plans offer competitive rates, but many also offer a **7% household discount** for qualifying applicants. Start recruiting today!

Competitive rates

Here's a preview of the competitive rates we'll be offering, effective July 12. You can use these to recruit new agents and let existing agents know about the improved rates in these states.

- [Alabama](#) AHLIC Medicare Supplement rate guide (7% household discount)
- [Arkansas](#) AHLIC Medicare Supplement rate guide (7% household discount)
- [Idaho](#) AHLIC Medicare Supplement rate guide
- [Louisiana](#) AHLIC Medicare Supplement rate guide (7% household discount)
- [Mississippi](#) AHLIC Medicare Supplement rate guide (7% household discount)
- [Ohio](#) AHLIC Medicare Supplement rate guide (7% household discount)
- [Pennsylvania](#) CLI Medicare Supplement rate guide (7% household discount)
 - Revised commission rates for under age 65 will apply for CLI Pennsylvania Medicare Supplement new business with an application signature date on or after July 12, 2017. These new commission rates will be available to view on the agent website after July 1.

All existing agents who require an appointment must complete a change request on the [contracting fax cover sheet](#) and submit the completed form to the home office for processing. New agents should complete all required contracting forms.

Sales materials, E-App and online rate quote tool

Agents will be able to order sales materials starting **July 12**. Be sure to use the rate guides above, as the online rate quote tool will not include these new products until **July 19**. The electronic application (E-App) tool will also be available on **July 19**. Until then, both the online rate quote tool and E-App tool will show the old product and rates in these states.

Application cut-off for existing products

The last application signature and submission date for the following products will be **August 24, 2017**:

- Alabama ACI Medicare Supplement
- Arkansas ACI Medicare Supplement
- Idaho CLI Medicare Supplement
- Louisiana ACI Medicare Supplement
- Mississippi ACI Medicare Supplement
- Ohio AHLIC Medicare Supplement
- Pennsylvania AHLIC Medicare Supplement

If you have any questions, just [contact the agent services team](#).

**Aetna Senior
Supplemental Insurance**

aetnaseniorproducts.com
800.264.4000, option 3,1 (Sales)

Aetna Health and Life Insurance Company (AHLIC)
Aetna Health Insurance Company (AHIC)
Aetna Life Insurance Company (ALIC)
American Continental Insurance Company (ACI)
Continental Life Insurance Company
of Brentwood, Tennessee (CLI)

Aetna Companies