

Small Group Business (2 – 50 eligible employees)

Texas Commission Schedule

For Medical, Dental, Life, AD&D and Disability Sales



SMALL GROUP MEDICAL	
Annual Premium Level	Commission Percentage
■ All	■ 5%

SMALL GROUP DENTAL	
Annual Premium Level	Commission Percentage
■ All	■ 9.00%
■ Sold with Medical	■ additional 1%

SMALL GROUP LIFE, AD&D AND DISABILITY (Will be applied separately to each component)	
Annual Premium Level	Commission Percentage
■ All	■ 15.00%

Commission question?

Send it to BrokerComm@aetna.com.

Brokers can directly e-mail the Aetna Producer Compensation Unit with questions or issues concerning commissions.

Aetna is the brand name used for products and services provided by one or more of the Aetna group of subsidiary companies, including Aetna Life Insurance Company and its affiliates (Aetna).

The small group commission schedules will apply to new sales with effective dates on or after January 1, 2011. Except as stated in the following sentence, this schedule supersedes the small group commissions in Addendum B of the Aetna Producer Agreement as well as in prior Producer Agreements, and small group compensation scales presented within those agreements or in any other form. For renewal business with effective dates on or after January 1, 2011, the commissions payable by Aetna will reflect the new small group commissions schedule or the existing commission for the business, whichever is less. The additional 1% of dental premium is applicable when written with medical sales and is for the first year only. Commission scales reflect applicable regulatory requirements and may be subject to regulatory approval. This material is intended for brokers only.

Commission question?

All your e-mail needs to include is:

- Customer, group or control number;
- Your question;
- Your name and Social Security number (if appointed with Aetna Inc. as an individual) OR your name, agency name and tax ID (if appointed with Aetna Inc. as a firm).

We also have a dedicated Sales Support Center to assist you.

Please direct inquiries to:

Aetna
P.O. Box 91507
Arlington, TX 76015-0007
1-866-899-4379 Option 2

or e-mail:

Houston: swasghouston@aetna.com
North Texas: swasgntexas@aetna.com
South Texas: (includes: Austin, Corpus Christi, El Paso, Rio Grande Valley and San Antonio) swasgstexas@aetna.com

For more information about Aetna's products, plans, licensing and appointment information, visit the Aetna Producer website available through Aetna's homepage at www.aetna.com. While there, you can register with Aetna's Producer World®, an exciting online service center developed to meet the informational needs of our producers and general agents.



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