

# Your journey begins on Aetna Avenue® but ends in paradise!

## You can be one of Aetna's Top 20 Producers to bask in the sun in the Cayman Islands

In March, you and a guest can reap the benefits of your hard work this winter. Your travels on Aetna Avenue from November 1, 2010 – January 1, 2011 can earn you many rewards.

Your biggest reward could be a trip to Grand Cayman Island. Only our Top 20 Producers will qualify. Begin your journey today!

Indiana, Illinois,  
Ohio, Oklahoma  
and Texas

### Trip date

March 17 – 20, 2011

### Your destination

Ritz-Carlton — Grand Cayman Island

### Qualifying dates

November 1, 2010 to January 1, 2011  
(group effective dates)

### Eligibility

Top 20 appointed and licensed producers that accumulate a minimum of 100 points by selling Aetna Small Group products in the MidAmerica region.

### Qualifications (for each new subscriber sale)

1 point per application for:

- Medical

1/2 point per application for:

- Dental
- Life
- Packaged life & disability

You're only a few steps away from the journey of a lifetime. The road to the Cayman Islands begins with your trip down Aetna Avenue.

AETNA AVE

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

## Program guidelines

1. 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. Points accumulating for this contest are based on production by TIN. Points from different TINs cannot be combined. E-vendors and Medicare Supplemental applications are not included.
2. Company records determine final winners, and final results are subject to management review. This contest is subject to modification at any time and will be administered at the sole discretion of the company.
3. Trips will be awarded to the principals or top producers of qualifying agencies. No substitution, transfer or assignment of trips permitted without advance written approval from Aetna.
4. The trip must be taken on dates stated in this flyer and is for qualifying brokers and their adult guests (over the age of 21). If eligible winners choose to bring their children, it will be at their own expense. Children are not permitted to participate in any company-sponsored events, including meals and activities (business, social and/or recreational).
5. The trip includes round-trip coach air transportation from the closest major airport to the winner's home using Aetna's travel department; hotel accommodations; airport transfers to and from the hotel, on the official trip dates. Trip winner and his/her adult guest are responsible for all required travel documents. Once air transportation has been ticketed, the costs incurred for any changes are at the expense of the individual ticket holder.
6. If a broker cannot attend for any reason, no substitute trip or cash buyout will be available.
7. All program participants will receive a 1099 form for tax purposes.
8. Eligibility for payments under this program is conditioned on producer's advance disclosure of the nature of compensation programs to customers.

**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).**

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

Company records determine broker'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 informational purposes and contains only a partial, general description of program terms and conditions. This material does not constitute a contract.



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