

aetna®

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Three vertical lines for address entry.

Agency Name

Address line 1

Address line 2

Address line 3

Address line 4

PLACE
POSTAGE
HERE

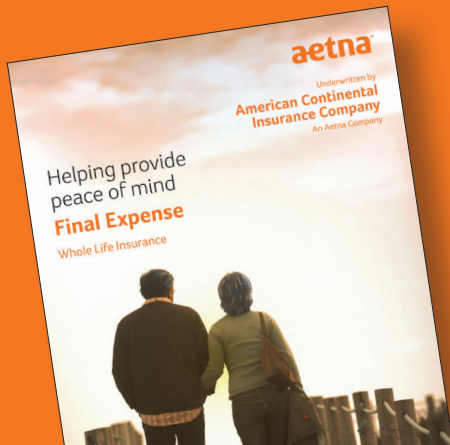
Agency Name
Address line 1
Address line 2
Address line 3
Address line 4



aetna®

Enclosed:

**Your road to success starts here –
with Final Expense whole life
insurance**



Plan your sales course... with Final Expense whole life insurance from Aetna Senior Supplemental insurance.*



ATTENTION: Senior insurance market professionals –

All the signs are pointing in our direction for ways to help you navigate your business on the drive to success. Our **Final Expense** product coupled with incentives, tools, and training can quickly add up to an extra stream of income for you. Whether you are new to the senior insurance market or you've been a part of it for some time, we can help you get started on this easy path to more sales.

Why? For the agent:

- An additional income opportunity
- Competitive commissions
- Commission advancing for qualified agents
- New product to talk about with existing and potential clients
- Low cost marketing to existing clients
- Product that qualifies for sales incentives
- Dedicated agent services support team
- Website exclusive to appointed agents
- Multiple training opportunities and tools
- Professional marketing collateral

And, the Jet Pre-Approval telephone interview allows applicants to be pre-approved for coverage at point of sale, based on current health history and age. This process is quick, easy, and helps expedite policy issue.

What? For the client:

- Valuable protection
- Affordable coverage
- Point of sale pre-approval
- Coverage through a company with proven financial strength
- Level, Graded or Modified death benefits (in most states)
- Face amounts starting at \$3,000 and continuing up to \$35,000**
- Available to clients ages 60 to 89 (issue age of applicant at last birthday)
- Personalized customer service

This **Final Expense** whole life insurance product can be your road to elevated sales. When you choose to make this senior supplemental insurance product a part of your sales direction, you get the first-class customer service, financial stability, and security that come from being a member of the Aetna family of companies.

That also means:

- A commitment to personalized, quality service
- Quick claims payment
- 30+ years specializing in senior market sales
- A focus on long term success to help you build the future of your business
- Rated "A" Excellent by A.M. Best Company¹

Now that we have your attention, contact us today to learn how you can get started selling. Just call or email us and we'll help you plan your sales course to success with Final Expense whole life insurance.

Agency/Agent First Name Last Name

Agency/Agent Phone Number

Agency/Agent Email Address

Agency/Agent Web Address

* Products are underwritten by American Continental Insurance Company and Continental Life Insurance Company of Brentwood, Tennessee, both Aetna companies. All products are not available in all states.

** Maximum amount varies by applicant age at policy issue. Montana is a unisex rated state.

¹As of June 12, 2015. "A" Excellent is the third highest rating out of sixteen A.M. Best ratings.

☐ YES, I am interested in learning more about Final Expense whole life insurance sales opportunities with Aetna Senior Supplemental Insurance.*

Name _____
I am a ☐ GA ☐ PPGA with _____ sub agents
Company _____
Address _____
City _____ State _____ Zip _____
Primary Phone (_____) _____
Secondary Phone (_____) _____
Email _____
The best day/time to contact me is _____
Comments/questions _____

* Underwritten by American Continental Insurance Company and Continental Life Insurance Company of Brentwood, Tennessee, both Aetna companies

Thank You! We will contact you within 48 hours of receiving this request.