



Aetna Life & Casualty (Bermuda), Ltd. Commission Schedule

The following commission levels are available to be paid based on customer direction:

Services Performed As Described in	Baseline Percentage of Premium
Table A	1%
Table A & B	2%
Table A, B, & C	3%
Table A, B, C, & D	4%
Table A, B, C, D, & E	5%
Table A, B, C, D, E, & F	6%
Table A, B, C, D, E, F, & G	7%
Table A, B, C, D, E, F, G, & H	8%
Table A, B, C, D, E, F, G, H, & I	9%
Table A, B, C, D, E, F, G, H, I, & J	10%*
Table A, B, C, D, E, F, G, H, I, J, & K	Up to 20%

**Commission level automatically included in the Aetna Bermuda Small Employer Association (ABSEA) community rated trust program, the Aetna Bermuda Teachers Indemnity Plan (ABTIP), and the Missionary trust program.*

	Services
Table A	Assist plan sponsor in identifying the coverage & service needs of their membership's demographics.
Table B	Assist plan sponsor in identifying the existence & availability of coverage(s) & service(s) geared toward accommodating the needs of their membership's demographics.
Table C	Assist plan sponsor in developing & applying criteria to evaluate the coverage(s) & service(s) that would be advisable for inclusion in their benefits program.
Table D	Assist plan sponsor in identifying carriers that offer comparable coverage(s) & service(s) to those available through Aetna Life & Casualty (Bermuda), Ltd.
Table E	Assist plan sponsor in understanding the constituent impact of the types of coverage(s) & service(s) that are available through Aetna Life & Casualty (Bermuda), Ltd.
Table F	Assist plan sponsor in developing a project plan to evaluate and implement a program that offers the coverage(s) & service(s) available through Aetna Life & Casualty (Bermuda), Ltd.
Table G	Assist plan sponsor in developing a communications plan to roll-out a program that offers the coverage(s) & service(s) available through Aetna Life & Casualty (Bermuda), Ltd.
Table H	Assist plan sponsor in the implementation of the communications plan to roll-out the coverage(s) & service(s) available through Aetna Life & Casualty (Bermuda), Ltd.
Table I	Assist plan sponsor by developing and submitting a Request for Proposal (RFP) to insurance carrier(s) for the coverage(s) & service(s) available through Aetna Life & Casualty (Bermuda), Ltd.
Table J	Assist plan sponsor by reviewing and summarizing carrier responses to the Request for Proposal (RFP) requests for the coverage(s) & service(s) available through Aetna Life & Casualty (Bermuda), Ltd.
Table K	Assist international educator/non-U.S.-based plan sponsors by traveling internationally to enrollment meetings, plan administration, and member support, including assistance with accessing healthcare providers and the claim submission process.

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