

Cross Selling Discount (50 – 3,000 eligible lives)

Product Combination Discount off Medical Premium/Fees:

<u>Product Combination</u>	<u>Discount off Medical Premium/Fees</u>	
	New Business	Renewal
Medical + Life* or Vision	0.25%	0.25%
Medical + Dental or Disability	1.00%	0.50%
Medical + Disability & Life*	1.25%	0.60%
Medical + Dental & Disability	1.50%	0.75%
Medical + Dental & Disability & Life*	1.75%	0.90%
ASC Medical + Dental or Disability or Life*	\$0.50 PEPM	\$0.25 PEPM
ASC Medical + Dental and Disability	\$1.00 PEPM	\$0.50 PEPM

*Average Volume of Life Insurance coverage must be \geq \$30,000 for the discounts involving Life to Apply (Average Life Volume = Total Life Volume/Active employees)

Please check with your Aetna representative for details.