



## Continental Life Insurance Company of Brentwood, Tennessee

An Aetna Company

# Medicare Supplement Rates

## California

### Effective September 2020

5% Household discount available

**Application form:** CLIMS01681CA

- All Plans: a one time only \$20 policy fee required at time of application
- Rates are attained age, preferred and standard
- Use age last birthday on effective date of coverage
- Tobacco users use standard rates
- Non-tobacco users use preferred rates
- Open Enrollment and Guaranteed Issue use preferred rates
- For rates under age 65 and over age 90, refer to Outline of Coverage
- 12-month rate guarantee

Refer to the Producer Guide and Drug List for important underwriting information.

### Need help?

Contact the Agent Services team at **866-272-6630**, or go to **aetnaseniorproducts.com** (agent side).

### Modal premium options

Semi-Annual .....	Annual x .52
Quarterly.....	Annual x .265
Monthly Electronic Funds Transfer (EFT) .	Annual x .0833

### Calculating rates

Follow these steps for each applicant.

#### STEP 1: Calculate modal premium

Annual premium (found on agent rate card)  
 x Modal factor  
 = **Modal premium** (round to nearest whole cent)

**Example: \$1889 x .0833 = \$157.3537 (\$157.35)**

#### STEP 2: Calculate modal premium with 5% household discount

Modal premium  
 x Discount (.95)  
 = **Modal premium with discount** (round to nearest whole cent)

**Example: \$157.35 x .95 = \$149.4825 (\$149.48)**

*Add application fee to determine total initial premium collected/draft*

Modal premium (with discount if discount applies)  
 + Application fee  
 = **Total initial premium** (amount of check with application or initial bank draft)

**Example: \$149.48 + \$20 = \$169.48**

### Mobile rate quote app available

You can get a real-time quote for all of our products by downloading our free mobile app. To get started, just search for "Quotes on the go" on either the Apple App Store or Android Play Store.

# Continental Life Insurance Company of Brentwood, Tennessee

An Aetna Company

## California

Effective September 2020

5% Household discount available

### Reminder:

- All Plans: a one time only \$20 policy fee required at time of application
- Tobacco users use standard rates
- Non-tobacco users use preferred rates
- Open Enrollment and Guaranteed Issue use preferred rates
- For rates under age 65 and over age 90, refer to Outline of Coverage

### Need help?

Contact the Agent Services team at **866-272-6630**, or go to **[aetnaseniorproducts.com](http://aetnaseniorproducts.com)** (agent side).

ATTAINED AGE	PLAN A ZIP CODES 900-912, 914-916, 918, 926-927			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	2,106	175.43	2,340	194.92
66	2,188	182.26	2,433	202.67
67	2,273	189.34	2,524	210.25
68	2,363	196.84	2,622	218.41
69	2,455	204.50	2,726	227.08
70	2,550	212.42	2,832	235.91
71	2,648	220.58	2,944	245.24
72	2,755	229.49	3,059	254.81
73	2,862	238.40	3,180	264.89
74	2,977	247.98	3,306	275.39
75	3,099	258.15	3,436	286.22
76	3,184	265.23	3,533	294.30
77	3,273	272.64	3,633	302.63
78	3,366	280.39	3,736	311.21
79	3,462	288.38	3,843	320.12
80	3,559	296.46	3,950	329.04
81	3,602	300.05	3,999	333.12
82	3,646	303.71	4,046	337.03
83	3,688	307.21	4,092	340.86
84	3,733	310.96	4,142	345.03
85	3,776	314.54	4,192	349.19
86	3,822	318.37	4,242	353.36
87	3,868	322.20	4,292	357.52
88	3,915	326.12	4,343	361.77
89	3,961	329.95	4,396	366.19
90	4,009	333.95	4,448	370.52

ATTAINED AGE	PLAN B ZIP CODES 900-912, 914-916, 918, 926-927			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	2,663	221.83	2,956	246.23
66	2,767	230.49	3,072	255.90
67	2,876	239.57	3,192	265.89
68	2,987	248.82	3,315	276.14
69	3,104	258.56	3,444	286.89
70	3,225	268.64	3,581	298.30
71	3,354	279.39	3,722	310.04
72	3,485	290.30	3,869	322.29
73	3,622	301.71	4,022	335.03
74	3,768	313.87	4,180	348.19
75	3,917	326.29	4,343	361.77
76	4,025	335.28	4,469	372.27
77	4,139	344.78	4,594	382.68
78	4,259	354.77	4,725	393.59
79	4,379	364.77	4,859	404.75
80	4,499	374.77	4,995	416.08
81	4,554	379.35	5,055	421.08
82	4,611	384.10	5,120	426.50
83	4,663	388.43	5,179	431.41
84	4,721	393.26	5,238	436.33
85	4,776	397.84	5,303	441.74
86	4,837	402.92	5,369	447.24
87	4,891	407.42	5,429	452.24
88	4,951	412.42	5,495	457.73
89	5,010	417.33	5,562	463.31
90	5,069	422.25	5,624	468.48

ATTAINED AGE	PLAN F ZIP CODES 900-912, 914-916, 918, 926-927			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	3,733	310.96	4,142	345.03
66	3,876	322.87	4,302	358.36
67	4,029	335.62	4,472	372.52
68	4,187	348.78	4,647	387.10
69	4,351	362.44	4,824	401.84
70	4,517	376.27	5,011	417.42
71	4,698	391.34	5,213	434.24
72	4,879	406.42	5,418	451.32
73	5,074	422.66	5,632	469.15
74	5,276	439.49	5,851	487.39
75	5,484	456.82	6,086	506.96
76	5,639	469.73	6,262	521.62
77	5,799	483.06	6,436	536.12
78	5,965	496.88	6,620	551.45
79	6,132	510.80	6,808	567.11
80	6,303	525.04	6,997	582.85
81	6,381	531.54	7,082	589.93
82	6,458	537.95	7,168	597.09
83	6,534	544.28	7,253	604.17
84	6,614	550.95	7,338	611.26
85	6,690	557.28	7,427	618.67
86	6,769	563.86	7,516	626.08
87	6,851	570.69	7,605	633.50
88	6,934	577.60	7,698	641.24
89	7,019	584.68	7,788	648.74
90	7,101	591.51	7,879	656.32

ATTAINED AGE	PLAN HI F ZIP CODES 900-912, 914-916, 918, 926-927			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	763	63.56	847	70.56
66	793	66.06	878	73.14
67	823	68.56	914	76.14
68	855	71.22	951	79.22
69	889	74.05	986	82.13
70	925	77.05	1,026	85.47
71	958	79.80	1,064	88.63
72	999	83.22	1,107	92.21
73	1,034	86.13	1,149	95.71
74	1,078	89.80	1,197	99.71
75	1,121	93.38	1,244	103.63
76	1,152	95.96	1,278	106.46
77	1,185	98.71	1,315	109.54
78	1,219	101.54	1,352	112.62
79	1,254	104.46	1,393	116.04
80	1,289	107.37	1,430	119.12
81	1,306	108.79	1,448	120.62
82	1,322	110.12	1,467	122.20
83	1,333	111.04	1,480	123.28
84	1,349	112.37	1,499	124.87
85	1,369	114.04	1,519	126.53
86	1,384	115.29	1,536	127.95
87	1,400	116.62	1,555	129.53
88	1,418	118.12	1,573	131.03
89	1,434	119.45	1,592	132.61
90	1,449	120.70	1,610	134.11

## Continental Life Insurance Company of Brentwood, Tennessee

An Aetna Company

## California

Effective September 2020

5% Household discount available

### Reminder:

- All Plans: a one time only \$20 policy fee required at time of application
- Tobacco users use standard rates
- Non-tobacco users use preferred rates
- Open Enrollment and Guaranteed Issue use preferred rates
- For rates under age 65 and over age 90, refer to Outline of Coverage

### Need help?

Contact the Agent Services team at **866-272-6630**, or go to **aetnaseniorproducts.com** (agent side).

ATTAINED AGE	PLAN <b>G</b> ZIP CODES 900-912, 914-916, 918, 926-927			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	2,736	227.91	3,035	252.82
66	2,843	236.82	3,152	262.56
67	2,954	246.07	3,277	272.97
68	3,069	255.65	3,404	283.55
69	3,188	265.56	3,537	294.63
70	3,311	275.81	3,676	306.21
71	3,441	286.64	3,821	318.29
72	3,576	297.88	3,970	330.70
73	3,720	309.88	4,129	343.95
74	3,865	321.95	4,288	357.19
75	4,020	334.87	4,461	371.60
76	4,133	344.28	4,590	382.35
77	4,252	354.19	4,718	393.01
78	4,372	364.19	4,848	403.84
79	4,492	374.18	4,987	415.42
80	4,618	384.68	5,128	427.16
81	4,676	389.51	5,190	432.33
82	4,731	394.09	5,254	437.66
83	4,788	398.84	5,314	442.66
84	4,846	403.67	5,379	448.07
85	4,905	408.59	5,442	453.32
86	4,964	413.50	5,512	459.15
87	5,021	418.25	5,575	464.40
88	5,083	423.41	5,642	469.98
89	5,142	428.33	5,709	475.56
90	5,206	433.66	5,776	481.14

ATTAINED AGE	PLAN <b>N</b> ZIP CODES 900-912, 914-916, 918, 926-927			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	1,870	155.77	2,074	172.76
66	1,947	162.19	2,160	179.93
67	2,026	168.77	2,250	187.43
68	2,110	175.76	2,341	195.01
69	2,193	182.68	2,437	203.00
70	2,284	190.26	2,535	211.17
71	2,381	198.34	2,644	220.25
72	2,484	206.92	2,759	229.82
73	2,592	215.91	2,876	239.57
74	2,704	225.24	3,003	250.15
75	2,818	234.74	3,129	260.65
76	2,909	242.32	3,226	268.73
77	3,004	250.23	3,336	277.89
78	3,103	258.48	3,441	286.64
79	3,198	266.39	3,550	295.72
80	3,300	274.89	3,665	305.29
81	3,344	278.56	3,710	309.04
82	3,387	282.14	3,761	313.29
83	3,430	285.72	3,806	317.04
84	3,476	289.55	3,858	321.37
85	3,520	293.22	3,909	325.62
86	3,565	296.96	3,958	329.70
87	3,611	300.80	4,006	333.70
88	3,655	304.46	4,058	338.03
89	3,704	308.54	4,109	342.28
90	3,747	312.13	4,161	346.61

# Continental Life Insurance Company of Brentwood, Tennessee

An Aetna Company

## California

Effective September 2020

5% Household discount available

### Reminder:

- All Plans: a one time only \$20 policy fee required at time of application
- Tobacco users use standard rates
- Non-tobacco users use preferred rates
- Open Enrollment and Guaranteed Issue use preferred rates
- For rates under age 65 and over age 90, refer to Outline of Coverage

### Need help?

Contact the Agent Services team at **866-272-6630**, or go to **[aetnaseniorproducts.com](http://aetnaseniorproducts.com)** (agent side).

ATTAINED AGE	PLAN A ZIP CODES 913, 917, 921, 924, 928			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	1,875	156.19	2,084	173.60
66	1,948	162.27	2,167	180.51
67	2,024	168.60	2,247	187.18
68	2,105	175.35	2,335	194.51
69	2,186	182.09	2,428	202.25
70	2,270	189.09	2,522	210.08
71	2,358	196.42	2,622	218.41
72	2,453	204.33	2,724	226.91
73	2,549	212.33	2,832	235.91
74	2,651	220.83	2,944	245.24
75	2,760	229.91	3,060	254.90
76	2,835	236.16	3,146	262.06
77	2,915	242.82	3,235	269.48
78	2,998	249.73	3,327	277.14
79	3,083	256.81	3,422	285.05
80	3,170	264.06	3,517	292.97
81	3,207	267.14	3,561	296.63
82	3,246	270.39	3,603	300.13
83	3,284	273.56	3,644	303.55
84	3,325	276.97	3,688	307.21
85	3,362	280.05	3,733	310.96
86	3,404	283.55	3,777	314.62
87	3,444	286.89	3,822	318.37
88	3,487	290.47	3,867	322.12
89	3,527	293.80	3,915	326.12
90	3,570	297.38	3,961	329.95

ATTAINED AGE	PLAN B ZIP CODES 913, 917, 921, 924, 928			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	2,372	197.59	2,633	219.33
66	2,464	205.25	2,735	227.83
67	2,561	213.33	2,843	236.82
68	2,660	221.58	2,952	245.90
69	2,765	230.32	3,067	255.48
70	2,872	239.24	3,189	265.64
71	2,987	248.82	3,315	276.14
72	3,104	258.56	3,445	286.97
73	3,226	268.73	3,582	298.38
74	3,355	279.47	3,722	310.04
75	3,488	290.55	3,867	322.12
76	3,584	298.55	3,980	331.53
77	3,686	307.04	4,091	340.78
78	3,793	315.96	4,208	350.53
79	3,899	324.79	4,327	360.44
80	4,006	333.70	4,448	370.52
81	4,055	337.78	4,502	375.02
82	4,107	342.11	4,559	379.76
83	4,153	345.94	4,612	384.18
84	4,204	350.19	4,664	388.51
85	4,253	354.27	4,723	393.43
86	4,308	358.86	4,781	398.26
87	4,355	362.77	4,835	402.76
88	4,409	367.27	4,893	407.59
89	4,462	371.68	4,953	412.58
90	4,514	376.02	5,008	417.17

ATTAINED AGE	PLAN F ZIP CODES 913, 917, 921, 924, 928			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	3,325	276.97	3,688	307.21
66	3,451	287.47	3,831	319.12
67	3,588	298.88	3,982	331.70
68	3,728	310.54	4,138	344.70
69	3,875	322.79	4,296	357.86
70	4,022	335.03	4,463	371.77
71	4,183	348.44	4,642	386.68
72	4,344	361.86	4,825	401.92
73	4,519	376.43	5,015	417.75
74	4,698	391.34	5,211	434.08
75	4,884	406.84	5,419	451.40
76	5,022	418.33	5,577	464.56
77	5,164	430.16	5,732	477.48
78	5,312	442.49	5,895	491.05
79	5,461	454.90	6,062	504.96
80	5,613	467.56	6,231	519.04
81	5,683	473.39	6,306	525.29
82	5,751	479.06	6,383	531.70
83	5,818	484.64	6,459	538.03
84	5,890	490.64	6,534	544.28
85	5,957	496.22	6,614	550.95
86	6,028	502.13	6,693	557.53
87	6,101	508.21	6,772	564.11
88	6,174	514.29	6,855	571.02
89	6,250	520.63	6,936	577.77
90	6,323	526.71	7,016	584.43

ATTAINED AGE	PLAN HI F ZIP CODES 913, 917, 921, 924, 928			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	680	56.64	754	62.81
66	706	58.81	782	65.14
67	733	61.06	814	67.81
68	761	63.39	847	70.56
69	792	65.97	878	73.14
70	824	68.64	914	76.14
71	853	71.05	948	78.97
72	889	74.05	986	82.13
73	921	76.72	1,024	85.30
74	960	79.97	1,066	88.80
75	998	83.13	1,108	92.30
76	1,026	85.47	1,138	94.80
77	1,055	87.88	1,171	97.54
78	1,086	90.46	1,204	100.29
79	1,116	92.96	1,241	103.38
80	1,148	95.63	1,274	106.12
81	1,163	96.88	1,290	107.46
82	1,177	98.04	1,307	108.87
83	1,187	98.88	1,318	109.79
84	1,202	100.13	1,335	111.21
85	1,219	101.54	1,353	112.70
86	1,232	102.63	1,368	113.95
87	1,247	103.88	1,385	115.37
88	1,263	105.21	1,401	116.70
89	1,277	106.37	1,418	118.12
90	1,291	107.54	1,434	119.45

## Continental Life Insurance Company of Brentwood, Tennessee

An Aetna Company

## California

Effective September 2020

5% Household discount available

### Reminder:

- All Plans: a one time only \$20 policy fee required at time of application
- Tobacco users use standard rates
- Non-tobacco users use preferred rates
- Open Enrollment and Guaranteed Issue use preferred rates
- For rates under age 65 and over age 90, refer to Outline of Coverage

### Need help?

Contact the Agent Services team at **866-272-6630**, or go to **aetnaseniorproducts.com** (agent side).

ATTAINED AGE	PLAN <b>G</b> ZIP CODES 913, 917, 921, 924, 928			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	2,436	202.92	2,702	225.08
66	2,532	210.92	2,807	233.82
67	2,630	219.08	2,918	243.07
68	2,733	227.66	3,032	252.57
69	2,839	236.49	3,150	262.40
70	2,949	245.65	3,273	272.64
71	3,065	255.31	3,403	283.47
72	3,184	265.23	3,536	294.55
73	3,312	275.89	3,677	306.29
74	3,442	286.72	3,819	318.12
75	3,579	298.13	3,972	330.87
76	3,681	306.63	4,087	340.45
77	3,787	315.46	4,202	350.03
78	3,893	324.29	4,318	359.69
79	4,000	333.20	4,441	369.94
80	4,113	342.61	4,566	380.35
81	4,164	346.86	4,621	384.93
82	4,213	350.94	4,679	389.76
83	4,264	355.19	4,732	394.18
84	4,315	359.44	4,790	399.01
85	4,368	363.85	4,846	403.67
86	4,420	368.19	4,908	408.84
87	4,471	372.43	4,964	413.50
88	4,526	377.02	5,024	418.50
89	4,579	381.43	5,084	423.50
90	4,636	386.18	5,144	428.50

ATTAINED AGE	PLAN <b>N</b> ZIP CODES 913, 917, 921, 924, 928			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	1,665	138.69	1,847	153.86
66	1,734	144.44	1,924	160.27
67	1,804	150.27	2,003	166.85
68	1,879	156.52	2,085	173.68
69	1,953	162.68	2,170	180.76
70	2,034	169.43	2,257	188.01
71	2,120	176.60	2,355	196.17
72	2,212	184.26	2,457	204.67
73	2,308	192.26	2,561	213.33
74	2,408	200.59	2,674	222.74
75	2,510	209.08	2,786	232.07
76	2,590	215.75	2,873	239.32
77	2,675	222.83	2,971	247.48
78	2,763	230.16	3,065	255.31
79	2,847	237.16	3,161	263.31
80	2,939	244.82	3,264	271.89
81	2,978	248.07	3,304	275.22
82	3,016	251.23	3,349	278.97
83	3,055	254.48	3,389	282.30
84	3,095	257.81	3,436	286.22
85	3,134	261.06	3,481	289.97
86	3,174	264.39	3,525	293.63
87	3,216	267.89	3,567	297.13
88	3,255	271.14	3,614	301.05
89	3,299	274.81	3,659	304.79
90	3,337	277.97	3,705	308.63

## Continental Life Insurance Company of Brentwood, Tennessee

An Aetna Company

## California

Effective September 2020

5% Household discount available

### Reminder:

- All Plans: a one time only \$20 policy fee required at time of application
- Tobacco users use standard rates
- Non-tobacco users use preferred rates
- Open Enrollment and Guaranteed Issue use preferred rates
- For rates under age 65 and over age 90, refer to Outline of Coverage

### Need help?

Contact the Agent Services team at **866-272-6630**, or go to **[aetnaseniorproducts.com](http://aetnaseniorproducts.com)** (agent side).

ATTAINED AGE	PLAN A ZIP CODES 919, 925, 933, 942			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	1,691	140.86	1,879	156.52
66	1,757	146.36	1,954	162.77
67	1,825	152.02	2,026	168.77
68	1,898	158.10	2,105	175.35
69	1,971	164.18	2,189	182.34
70	2,047	170.52	2,274	189.42
71	2,126	177.10	2,364	196.92
72	2,212	184.26	2,456	204.58
73	2,298	191.42	2,553	212.66
74	2,390	199.09	2,654	221.08
75	2,488	207.25	2,759	229.82
76	2,556	212.91	2,837	236.32
77	2,628	218.91	2,917	242.99
78	2,703	225.16	3,000	249.90
79	2,780	231.57	3,086	257.06
80	2,858	238.07	3,171	264.14
81	2,892	240.90	3,211	267.48
82	2,927	243.82	3,248	270.56
83	2,961	246.65	3,286	273.72
84	2,998	249.73	3,325	276.97
85	3,032	252.57	3,366	280.39
86	3,069	255.65	3,406	283.72
87	3,105	258.65	3,446	287.05
88	3,144	261.90	3,487	290.47
89	3,180	264.89	3,530	294.05
90	3,219	268.14	3,572	297.55

ATTAINED AGE	PLAN F ZIP CODES 919, 925, 933, 942			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	2,998	249.73	3,325	276.97
66	3,112	259.23	3,454	287.72
67	3,235	269.48	3,590	299.05
68	3,362	280.05	3,731	310.79
69	3,494	291.05	3,873	322.62
70	3,627	302.13	4,024	335.20
71	3,772	314.21	4,186	348.69
72	3,917	326.29	4,351	362.44
73	4,074	339.36	4,522	376.68
74	4,236	352.86	4,698	391.34
75	4,403	366.77	4,886	407.00
76	4,528	377.18	5,028	418.83
77	4,656	387.84	5,168	430.49
78	4,789	398.92	5,315	442.74
79	4,924	410.17	5,466	455.32
80	5,061	421.58	5,618	467.98
81	5,124	426.83	5,686	473.64
82	5,185	431.91	5,755	479.39
83	5,246	436.99	5,823	485.06
84	5,311	442.41	5,892	490.80
85	5,371	447.40	5,963	496.72
86	5,435	452.74	6,035	502.72
87	5,501	458.23	6,106	508.63
88	5,567	463.73	6,181	514.88
89	5,635	469.40	6,254	520.96
90	5,701	474.89	6,326	526.96

ATTAINED AGE	PLAN B ZIP CODES 919, 925, 933, 942			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	2,138	178.10	2,374	197.75
66	2,222	185.09	2,466	205.42
67	2,309	192.34	2,563	213.50
68	2,398	199.75	2,662	221.74
69	2,493	207.67	2,765	230.32
70	2,589	215.66	2,875	239.49
71	2,693	224.33	2,989	248.98
72	2,798	233.07	3,106	258.73
73	2,908	242.24	3,230	269.06
74	3,025	251.98	3,356	279.55
75	3,145	261.98	3,487	290.47
76	3,232	269.23	3,588	298.88
77	3,323	276.81	3,688	307.21
78	3,420	284.89	3,794	316.04
79	3,516	292.88	3,902	325.04
80	3,612	300.88	4,011	334.12
81	3,656	304.54	4,059	338.11
82	3,703	308.46	4,111	342.45
83	3,744	311.88	4,158	346.36
84	3,791	315.79	4,205	350.28
85	3,835	319.46	4,258	354.69
86	3,884	323.54	4,311	359.11
87	3,927	327.12	4,359	363.10
88	3,975	331.12	4,412	367.52
89	4,023	335.12	4,466	372.02
90	4,070	339.03	4,516	376.18

ATTAINED AGE	PLAN HI F ZIP CODES 919, 925, 933, 942			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	613	51.06	680	56.64
66	637	53.06	705	58.73
67	661	55.06	734	61.14
68	686	57.14	763	63.56
69	714	59.48	792	65.97
70	743	61.89	824	68.64
71	769	64.06	855	71.22
72	802	66.81	889	74.05
73	831	69.22	923	76.89
74	866	72.14	961	80.05
75	900	74.97	999	83.22
76	925	77.05	1,026	85.47
77	952	79.30	1,056	87.96
78	979	81.55	1,086	90.46
79	1,007	83.88	1,119	93.21
80	1,035	86.22	1,148	95.63
81	1,048	87.30	1,163	96.88
82	1,062	88.46	1,178	98.13
83	1,070	89.13	1,188	98.96
84	1,084	90.30	1,203	100.21
85	1,099	91.55	1,220	101.63
86	1,111	92.55	1,233	102.71
87	1,124	93.63	1,249	104.04
88	1,139	94.88	1,263	105.21
89	1,152	95.96	1,278	106.46
90	1,164	96.96	1,293	107.71

## Continental Life Insurance Company of Brentwood, Tennessee

An Aetna Company

## California

Effective September 2020

5% Household discount available

### Reminder:

- All Plans: a one time only \$20 policy fee required at time of application
- Tobacco users use standard rates
- Non-tobacco users use preferred rates
- Open Enrollment and Guaranteed Issue use preferred rates
- For rates under age 65 and over age 90, refer to Outline of Coverage

### Need help?

Contact the Agent Services team at **866-272-6630**, or go to **aetnaseniorproducts.com** (agent side).

ATTAINED AGE	PLAN G ZIP CODES 919, 925, 933, 942			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	2,197	183.01	2,437	203.00
66	2,283	190.17	2,531	210.83
67	2,372	197.59	2,631	219.16
68	2,464	205.25	2,734	227.74
69	2,560	213.25	2,840	236.57
70	2,659	221.49	2,951	245.82
71	2,763	230.16	3,068	255.56
72	2,871	239.15	3,188	265.56
73	2,987	248.82	3,315	276.14
74	3,103	258.48	3,443	286.80
75	3,227	268.81	3,582	298.38
76	3,319	276.47	3,685	306.96
77	3,414	284.39	3,788	315.54
78	3,510	292.38	3,893	324.29
79	3,607	300.46	4,004	333.53
80	3,708	308.88	4,117	342.95
81	3,754	312.71	4,167	347.11
82	3,798	316.37	4,219	351.44
83	3,845	320.29	4,267	355.44
84	3,891	324.12	4,319	359.77
85	3,938	328.04	4,369	363.94
86	3,985	331.95	4,425	368.60
87	4,032	335.87	4,476	372.85
88	4,081	339.95	4,530	377.35
89	4,128	343.86	4,584	381.85
90	4,180	348.19	4,638	386.35

ATTAINED AGE	PLAN N ZIP CODES 919, 925, 933, 942			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	1,502	125.12	1,665	138.69
66	1,563	130.20	1,735	144.53
67	1,627	135.53	1,806	150.44
68	1,694	141.11	1,880	156.60
69	1,761	146.69	1,957	163.02
70	1,834	152.77	2,035	169.52
71	1,912	159.27	2,123	176.85
72	1,994	166.10	2,215	184.51
73	2,081	173.35	2,309	192.34
74	2,171	180.84	2,411	200.84
75	2,263	188.51	2,512	209.25
76	2,335	194.51	2,591	215.83
77	2,412	200.92	2,679	223.16
78	2,492	207.58	2,763	230.16
79	2,567	213.83	2,850	237.41
80	2,650	220.75	2,943	245.15
81	2,685	223.66	2,979	248.15
82	2,719	226.49	3,020	251.57
83	2,754	229.41	3,056	254.56
84	2,791	232.49	3,098	258.06
85	2,826	235.41	3,138	261.40
86	2,862	238.40	3,178	264.73
87	2,900	241.57	3,216	267.89
88	2,935	244.49	3,258	271.39
89	2,974	247.73	3,299	274.81
90	3,009	250.65	3,341	278.31



# Continental Life Insurance Company of Brentwood, Tennessee

An Aetna Company

## California

Effective September 2020

5% Household discount available

### Reminder:

- All Plans: a one time only \$20 policy fee required at time of application
- Tobacco users use standard rates
- Non-tobacco users use preferred rates
- Open Enrollment and Guaranteed Issue use preferred rates
- For rates under age 65 and over age 90, refer to Outline of Coverage

### Need help?

Contact the Agent Services team at **866-272-6630**, or go to [aetnaseniorproducts.com](http://aetnaseniorproducts.com) (agent side).

ATTAINED AGE	PLAN A ZIP CODES 920, 922, 930-931, 937-938, 944, 958			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	1,537	128.03	1,708	142.28
66	1,597	133.03	1,776	147.94
67	1,659	138.19	1,842	153.44
68	1,725	143.69	1,914	159.44
69	1,792	149.27	1,990	165.77
70	1,861	155.02	2,067	172.18
71	1,933	161.02	2,149	179.01
72	2,011	167.52	2,233	186.01
73	2,089	174.01	2,321	193.34
74	2,173	181.01	2,413	201.00
75	2,262	188.42	2,508	208.92
76	2,324	193.59	2,579	214.83
77	2,389	199.00	2,652	220.91
78	2,457	204.67	2,727	227.16
79	2,527	210.50	2,805	233.66
80	2,598	216.41	2,883	240.15
81	2,629	219.00	2,919	243.15
82	2,661	221.66	2,953	245.98
83	2,692	224.24	2,987	248.82
84	2,725	226.99	3,023	251.82
85	2,756	229.57	3,060	254.90
86	2,790	232.41	3,096	257.90
87	2,823	235.16	3,133	260.98
88	2,858	238.07	3,170	264.06
89	2,891	240.82	3,209	267.31
90	2,926	243.74	3,247	270.48

ATTAINED AGE	PLAN B ZIP CODES 920, 922, 930-931, 937-938, 944, 958			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	1,944	161.94	2,158	179.76
66	2,020	168.27	2,242	186.76
67	2,099	174.85	2,330	194.09
68	2,180	181.59	2,420	201.59
69	2,266	188.76	2,514	209.42
70	2,354	196.09	2,614	217.75
71	2,448	203.92	2,717	226.33
72	2,544	211.92	2,824	235.24
73	2,644	220.25	2,936	244.57
74	2,750	229.08	3,051	254.15
75	2,859	238.15	3,170	264.06
76	2,938	244.74	3,262	271.72
77	3,021	251.65	3,353	279.30
78	3,109	258.98	3,449	287.30
79	3,196	266.23	3,547	295.47
80	3,284	273.56	3,646	303.71
81	3,324	276.89	3,690	307.38
82	3,366	280.39	3,737	311.29
83	3,404	283.55	3,780	314.87
84	3,446	287.05	3,823	318.46
85	3,486	290.38	3,871	322.45
86	3,531	294.13	3,919	326.45
87	3,570	297.38	3,963	330.12
88	3,614	301.05	4,011	334.12
89	3,657	304.63	4,060	338.20
90	3,700	308.21	4,105	341.95

ATTAINED AGE	PLAN F ZIP CODES 920, 922, 930-931, 937-938, 944, 958			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	2,725	226.99	3,023	251.82
66	2,829	235.66	3,140	261.56
67	2,941	244.99	3,264	271.89
68	3,056	254.56	3,392	282.55
69	3,176	264.56	3,521	293.30
70	3,297	274.64	3,658	304.71
71	3,429	285.64	3,805	316.96
72	3,561	296.63	3,955	329.45
73	3,704	308.54	4,111	342.45
74	3,851	320.79	4,271	355.77
75	4,003	333.45	4,442	370.02
76	4,116	342.86	4,571	380.76
77	4,233	352.61	4,698	391.34
78	4,354	362.69	4,832	402.51
79	4,476	372.85	4,969	413.92
80	4,601	383.26	5,107	425.41
81	4,658	388.01	5,169	430.58
82	4,714	392.68	5,232	435.83
83	4,769	397.26	5,294	440.99
84	4,828	402.17	5,356	446.15
85	4,883	406.75	5,421	451.57
86	4,941	411.59	5,486	456.98
87	5,001	416.58	5,551	462.40
88	5,061	421.58	5,619	468.06
89	5,123	426.75	5,685	473.56
90	5,183	431.74	5,751	479.06

ATTAINED AGE	PLAN HI F ZIP CODES 920, 922, 930-931, 937-938, 944, 958			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	557	46.40	618	51.48
66	579	48.23	641	53.40
67	601	50.06	667	55.56
68	624	51.98	694	57.81
69	649	54.06	720	59.98
70	675	56.23	749	62.39
71	699	58.23	777	64.72
72	729	60.73	808	67.31
73	755	62.89	839	69.89
74	787	65.56	874	72.80
75	818	68.14	908	75.64
76	841	70.06	933	77.72
77	865	72.05	960	79.97
78	890	74.14	987	82.22
79	915	76.22	1,017	84.72
80	941	78.39	1,044	86.97
81	953	79.38	1,057	88.05
82	965	80.38	1,071	89.21
83	973	81.05	1,080	89.96
84	985	82.05	1,094	91.13
85	999	83.22	1,109	92.38
86	1,010	84.13	1,121	93.38
87	1,022	85.13	1,135	94.55
88	1,035	86.22	1,148	95.63
89	1,047	87.22	1,162	96.79
90	1,058	88.13	1,175	97.88



## Continental Life Insurance Company of Brentwood, Tennessee

An Aetna Company

## California

Effective September 2020

5% Household discount available

### Reminder:

- All Plans: a one time only \$20 policy fee required at time of application
- Tobacco users use standard rates
- Non-tobacco users use preferred rates
- Open Enrollment and Guaranteed Issue use preferred rates
- For rates under age 65 and over age 90, refer to Outline of Coverage

### Need help?

Contact the Agent Services team at **866-272-6630**, or go to **aetnaseniorproducts.com** (agent side).

ATTAINED AGE	PLAN <b>G</b> ZIP CODES 920, 922, 930-931, 937-938, 944, 958			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	1,997	166.35	2,215	184.51
66	2,075	172.85	2,301	191.67
67	2,156	179.59	2,392	199.25
68	2,240	186.59	2,485	207.00
69	2,327	193.84	2,582	215.08
70	2,417	201.34	2,683	223.49
71	2,512	209.25	2,789	232.32
72	2,610	217.41	2,898	241.40
73	2,715	226.16	3,014	251.07
74	2,821	234.99	3,130	260.73
75	2,934	244.40	3,256	271.22
76	3,017	251.32	3,350	279.06
77	3,104	258.56	3,444	286.89
78	3,191	265.81	3,539	294.80
79	3,279	273.14	3,640	303.21
80	3,371	280.80	3,743	311.79
81	3,413	284.30	3,788	315.54
82	3,453	287.63	3,835	319.46
83	3,495	291.13	3,879	323.12
84	3,537	294.63	3,926	327.04
85	3,580	298.21	3,972	330.87
86	3,623	301.80	4,023	335.12
87	3,665	305.29	4,069	338.95
88	3,710	309.04	4,118	343.03
89	3,753	312.62	4,167	347.11
90	3,800	316.54	4,216	351.19

ATTAINED AGE	PLAN <b>N</b> ZIP CODES 920, 922, 930-931, 937-938, 944, 958			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	1,365	113.70	1,514	126.12
66	1,421	118.37	1,577	131.36
67	1,479	123.20	1,642	136.78
68	1,540	128.28	1,709	142.36
69	1,601	133.36	1,779	148.19
70	1,667	138.86	1,850	154.11
71	1,738	144.78	1,930	160.77
72	1,813	151.02	2,014	167.77
73	1,892	157.60	2,099	174.85
74	1,974	164.43	2,192	182.59
75	2,057	171.35	2,284	190.26
76	2,123	176.85	2,355	196.17
77	2,193	182.68	2,435	202.84
78	2,265	188.67	2,512	209.25
79	2,334	194.42	2,591	215.83
80	2,409	200.67	2,675	222.83
81	2,441	203.34	2,708	225.58
82	2,472	205.92	2,745	228.66
83	2,504	208.58	2,778	231.41
84	2,537	211.33	2,816	234.57
85	2,569	214.00	2,853	237.65
86	2,602	216.75	2,889	240.65
87	2,636	219.58	2,924	243.57
88	2,668	222.24	2,962	246.73
89	2,704	225.24	2,999	249.82
90	2,735	227.83	3,037	252.98

# Continental Life Insurance Company of Brentwood, Tennessee

An Aetna Company

## California

Effective September 2020

5% Household discount available

### Reminder:

- All Plans: a one time only \$20 policy fee required at time of application
- Tobacco users use standard rates
- Non-tobacco users use preferred rates
- Open Enrollment and Guaranteed Issue use preferred rates
- For rates under age 65 and over age 90, refer to Outline of Coverage

### Need help?

Contact the Agent Services team at **866-272-6630**, or go to **aetnaseniorproducts.com** (agent side).

ATTAINED AGE	PLAN A ZIP CODES 941, 943, 946-948, 951			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	1,798	149.77	1,998	166.43
66	1,868	155.60	2,078	173.10
67	1,941	161.69	2,155	179.51
68	2,018	168.10	2,239	186.51
69	2,097	174.68	2,328	193.92
70	2,177	181.34	2,418	201.42
71	2,262	188.42	2,514	209.42
72	2,353	196.00	2,613	217.66
73	2,444	203.59	2,716	226.24
74	2,542	211.75	2,823	235.16
75	2,647	220.50	2,934	244.40
76	2,719	226.49	3,017	251.32
77	2,795	232.82	3,103	258.48
78	2,875	239.49	3,191	265.81
79	2,957	246.32	3,282	273.39
80	3,040	253.23	3,373	280.97
81	3,076	256.23	3,415	284.47
82	3,113	259.31	3,455	287.80
83	3,150	262.40	3,495	291.13
84	3,188	265.56	3,537	294.63
85	3,225	268.64	3,580	298.21
86	3,264	271.89	3,622	301.71
87	3,303	275.14	3,666	305.38
88	3,344	278.56	3,709	308.96
89	3,382	281.72	3,755	312.79
90	3,423	285.14	3,799	316.46

ATTAINED AGE	PLAN B ZIP CODES 941, 943, 946-948, 951			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	2,274	189.42	2,525	210.33
66	2,363	196.84	2,623	218.50
67	2,456	204.58	2,726	227.08
68	2,551	212.50	2,831	235.82
69	2,651	220.83	2,941	244.99
70	2,754	229.41	3,058	254.73
71	2,864	238.57	3,179	264.81
72	2,976	247.90	3,304	275.22
73	3,093	257.65	3,435	286.14
74	3,218	268.06	3,570	297.38
75	3,345	278.64	3,709	308.96
76	3,437	286.30	3,817	317.96
77	3,535	294.47	3,923	326.79
78	3,638	303.05	4,035	336.12
79	3,739	311.46	4,150	345.70
80	3,842	320.04	4,266	355.36
81	3,889	323.95	4,317	359.61
82	3,938	328.04	4,372	364.19
83	3,983	331.78	4,423	368.44
84	4,032	335.87	4,473	372.60
85	4,079	339.78	4,529	377.27
86	4,131	344.11	4,585	381.93
87	4,177	347.94	4,637	386.26
88	4,228	352.19	4,693	390.93
89	4,279	356.44	4,750	395.68
90	4,329	360.61	4,803	400.09

ATTAINED AGE	PLAN F ZIP CODES 941, 943, 946-948, 951			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	3,188	265.56	3,537	294.63
66	3,310	275.72	3,674	306.04
67	3,441	286.64	3,819	318.12
68	3,576	297.88	3,969	330.62
69	3,716	309.54	4,120	343.20
70	3,857	321.29	4,280	356.52
71	4,012	334.20	4,452	370.85
72	4,166	347.03	4,627	385.43
73	4,334	361.02	4,810	400.67
74	4,506	375.35	4,997	416.25
75	4,684	390.18	5,197	432.91
76	4,816	401.17	5,348	445.49
77	4,953	412.58	5,497	457.90
78	5,094	424.33	5,653	470.89
79	5,237	436.24	5,814	484.31
80	5,383	448.40	5,975	497.72
81	5,450	453.99	6,048	503.80
82	5,515	459.40	6,121	509.88
83	5,580	464.81	6,194	515.96
84	5,649	470.56	6,267	522.04
85	5,713	475.89	6,343	528.37
86	5,781	481.56	6,419	534.70
87	5,851	487.39	6,495	541.03
88	5,921	493.22	6,574	547.61
89	5,994	499.30	6,651	554.03
90	6,064	505.13	6,729	560.53

ATTAINED AGE	PLAN HI F ZIP CODES 941, 943, 946-948, 951			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	652	54.31	723	60.23
66	677	56.39	750	62.48
67	703	58.56	780	64.97
68	730	60.81	812	67.64
69	759	63.22	842	70.14
70	790	65.81	876	72.97
71	818	68.14	909	75.72
72	853	71.05	945	78.72
73	883	73.55	982	81.80
74	921	76.72	1,023	85.22
75	957	79.72	1,062	88.46
76	984	81.97	1,092	90.96
77	1,012	84.30	1,123	93.55
78	1,041	86.72	1,155	96.21
79	1,071	89.21	1,190	99.13
80	1,101	91.71	1,221	101.71
81	1,115	92.88	1,237	103.04
82	1,129	94.05	1,253	104.37
83	1,138	94.80	1,264	105.29
84	1,152	95.96	1,280	106.62
85	1,169	97.38	1,298	108.12
86	1,182	98.46	1,312	109.29
87	1,196	99.63	1,328	110.62
88	1,211	100.88	1,343	111.87
89	1,225	102.04	1,360	113.29
90	1,238	103.13	1,375	114.54

## Continental Life Insurance Company of Brentwood, Tennessee

An Aetna Company

## California

Effective September 2020

5% Household discount available

### Reminder:

- All Plans: a one time only \$20 policy fee required at time of application
- Tobacco users use standard rates
- Non-tobacco users use preferred rates
- Open Enrollment and Guaranteed Issue use preferred rates
- For rates under age 65 and over age 90, refer to Outline of Coverage

### Need help?

Contact the Agent Services team at **866-272-6630**, or go to **aetnaseniorproducts.com** (agent side).

ATTAINED AGE	PLAN <b>G</b> ZIP CODES 941, 943, 946-948, 951			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	2,336	194.59	2,592	215.91
66	2,428	202.25	2,692	224.24
67	2,523	210.17	2,799	233.16
68	2,621	218.33	2,907	242.15
69	2,723	226.83	3,021	251.65
70	2,828	235.57	3,139	261.48
71	2,939	244.82	3,263	271.81
72	3,054	254.40	3,391	282.47
73	3,177	264.64	3,526	293.72
74	3,301	274.97	3,662	305.04
75	3,433	285.97	3,810	317.37
76	3,530	294.05	3,920	326.54
77	3,632	302.55	4,029	335.62
78	3,733	310.96	4,141	344.95
79	3,836	319.54	4,259	354.77
80	3,944	328.54	4,379	364.77
81	3,993	332.62	4,432	369.19
82	4,040	336.53	4,487	373.77
83	4,089	340.61	4,538	378.02
84	4,138	344.70	4,593	382.60
85	4,189	348.94	4,647	387.10
86	4,239	353.11	4,707	392.09
87	4,288	357.19	4,761	396.59
88	4,341	361.61	4,818	401.34
89	4,391	365.77	4,875	406.09
90	4,446	370.35	4,933	410.92

ATTAINED AGE	PLAN <b>N</b> ZIP CODES 941, 943, 946-948, 951			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	1,597	133.03	1,771	147.52
66	1,663	138.53	1,845	153.69
67	1,730	144.11	1,921	160.02
68	1,802	150.11	2,000	166.60
69	1,873	156.02	2,081	173.35
70	1,950	162.44	2,165	180.34
71	2,033	169.35	2,258	188.09
72	2,121	176.68	2,356	196.25
73	2,214	184.43	2,456	204.58
74	2,310	192.42	2,565	213.66
75	2,407	200.50	2,672	222.58
76	2,484	206.92	2,755	229.49
77	2,566	213.75	2,849	237.32
78	2,650	220.75	2,939	244.82
79	2,731	227.49	3,031	252.48
80	2,819	234.82	3,130	260.73
81	2,856	237.90	3,168	263.89
82	2,892	240.90	3,212	267.56
83	2,930	244.07	3,250	270.73
84	2,968	247.23	3,295	274.47
85	3,006	250.40	3,338	278.06
86	3,044	253.57	3,380	281.55
87	3,084	256.90	3,421	284.97
88	3,122	260.06	3,466	288.72
89	3,164	263.56	3,509	292.30
90	3,200	266.56	3,553	295.96

## Continental Life Insurance Company of Brentwood, Tennessee

An Aetna Company

## California

Effective September 2020

5% Household discount available

### Reminder:

- All Plans: a one time only \$20 policy fee required at time of application
- Tobacco users use standard rates
- Non-tobacco users use preferred rates
- Open Enrollment and Guaranteed Issue use preferred rates
- For rates under age 65 and over age 90, refer to Outline of Coverage

### Need help?

Contact the Agent Services team at **866-272-6630**, or go to [aetnaseniorproducts.com](http://aetnaseniorproducts.com) (agent side).

ATTAINED AGE	PLAN A ALL OTHER ZIP CODES			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	1,460	121.62	1,623	135.20
66	1,517	126.37	1,687	140.53
67	1,576	131.28	1,750	145.78
68	1,639	136.53	1,818	151.44
69	1,702	141.78	1,891	157.52
70	1,768	147.27	1,964	163.60
71	1,836	152.94	2,042	170.10
72	1,910	159.10	2,121	176.68
73	1,985	165.35	2,205	183.68
74	2,064	171.93	2,292	190.92
75	2,149	179.01	2,383	198.50
76	2,208	183.93	2,450	204.09
77	2,270	189.09	2,519	209.83
78	2,334	194.42	2,591	215.83
79	2,401	200.00	2,665	221.99
80	2,468	205.58	2,739	228.16
81	2,498	208.08	2,773	230.99
82	2,528	210.58	2,805	233.66
83	2,557	213.00	2,838	236.41
84	2,589	215.66	2,872	239.24
85	2,618	218.08	2,907	242.15
86	2,651	220.83	2,941	244.99
87	2,682	223.41	2,976	247.90
88	2,715	226.16	3,012	250.90
89	2,746	228.74	3,049	253.98
90	2,780	231.57	3,085	256.98

ATTAINED AGE	PLAN B ALL OTHER ZIP CODES			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	1,847	153.86	2,050	170.77
66	1,919	159.85	2,130	177.43
67	1,994	166.10	2,214	184.43
68	2,071	172.51	2,299	191.51
69	2,153	179.34	2,388	198.92
70	2,236	186.26	2,483	206.83
71	2,326	193.76	2,581	215.00
72	2,417	201.34	2,683	223.49
73	2,512	209.25	2,789	232.32
74	2,613	217.66	2,898	241.40
75	2,716	226.24	3,012	250.90
76	2,791	232.49	3,099	258.15
77	2,870	239.07	3,185	265.31
78	2,954	246.07	3,277	272.97
79	3,036	252.90	3,370	280.72
80	3,120	259.90	3,464	288.55
81	3,158	263.06	3,506	292.05
82	3,198	266.39	3,550	295.72
83	3,234	269.39	3,591	299.13
84	3,274	272.72	3,632	302.55
85	3,312	275.89	3,677	306.29
86	3,354	279.39	3,723	310.13
87	3,392	282.55	3,765	313.62
88	3,433	285.97	3,810	317.37
89	3,474	289.38	3,857	321.29
90	3,515	292.80	3,900	324.87

ATTAINED AGE	PLAN F ALL OTHER ZIP CODES			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	2,589	215.66	2,872	239.24
66	2,688	223.91	2,983	248.48
67	2,794	232.74	3,101	258.31
68	2,903	241.82	3,222	268.39
69	3,017	251.32	3,345	278.64
70	3,132	260.90	3,475	289.47
71	3,258	271.39	3,615	301.13
72	3,383	281.80	3,757	312.96
73	3,519	293.13	3,905	325.29
74	3,658	304.71	4,057	337.95
75	3,803	316.79	4,220	351.53
76	3,910	325.70	4,342	361.69
77	4,021	334.95	4,463	371.77
78	4,136	344.53	4,590	382.35
79	4,252	354.19	4,721	393.26
80	4,371	364.10	4,852	404.17
81	4,425	368.60	4,911	409.09
82	4,478	373.02	4,970	414.00
83	4,531	377.43	5,029	418.92
84	4,587	382.10	5,088	423.83
85	4,639	386.43	5,150	429.00
86	4,694	391.01	5,212	434.16
87	4,751	395.76	5,273	439.24
88	4,808	400.51	5,338	444.66
89	4,867	405.42	5,401	449.90
90	4,924	410.17	5,463	455.07

ATTAINED AGE	PLAN HI F ALL OTHER ZIP CODES			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	529	44.07	587	48.90
66	550	45.82	609	50.73
67	571	47.56	634	52.81
68	593	49.40	659	54.89
69	617	51.40	684	56.98
70	641	53.40	712	59.31
71	664	55.31	738	61.48
72	693	57.73	768	63.97
73	717	59.73	797	66.39
74	748	62.31	830	69.14
75	777	64.72	863	71.89
76	799	66.56	886	73.80
77	822	68.47	912	75.97
78	846	70.47	938	78.14
79	869	72.39	966	80.47
80	894	74.47	992	82.63
81	905	75.39	1,004	83.63
82	917	76.39	1,017	84.72
83	924	76.97	1,026	85.47
84	936	77.97	1,039	86.55
85	949	79.05	1,054	87.80
86	960	79.97	1,065	88.71
87	971	80.88	1,078	89.80
88	983	81.88	1,091	90.88
89	995	82.88	1,104	91.96
90	1,005	83.72	1,116	92.96

## Continental Life Insurance Company of Brentwood, Tennessee

An Aetna Company

## California

Effective September 2020

5% Household discount available

### Reminder:

- All Plans: a one time only \$20 policy fee required at time of application
- Tobacco users use standard rates
- Non-tobacco users use preferred rates
- Open Enrollment and Guaranteed Issue use preferred rates
- For rates under age 65 and over age 90, refer to Outline of Coverage

### Need help?

Contact the Agent Services team at **866-272-6630**, or go to **aetnaseniorproducts.com** (agent side).

ATTAINED AGE	PLAN <b>G</b> ALL OTHER ZIP CODES			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	1,897	158.02	2,104	175.26
66	1,971	164.18	2,186	182.09
67	2,048	170.60	2,272	189.26
68	2,128	177.26	2,361	196.67
69	2,211	184.18	2,453	204.33
70	2,296	191.26	2,549	212.33
71	2,386	198.75	2,650	220.75
72	2,480	206.58	2,753	229.32
73	2,579	214.83	2,863	238.49
74	2,680	223.24	2,974	247.73
75	2,787	232.16	3,093	257.65
76	2,866	238.74	3,183	265.14
77	2,949	245.65	3,272	272.56
78	3,031	252.48	3,362	280.05
79	3,115	259.48	3,458	288.05
80	3,202	266.73	3,556	296.21
81	3,242	270.06	3,599	299.80
82	3,280	273.22	3,643	303.46
83	3,320	276.56	3,685	306.96
84	3,360	279.89	3,730	310.71
85	3,401	283.30	3,773	314.29
86	3,442	286.72	3,822	318.37
87	3,482	290.05	3,866	322.04
88	3,525	293.63	3,912	325.87
89	3,565	296.96	3,959	329.78
90	3,610	300.71	4,005	333.62

ATTAINED AGE	PLAN <b>N</b> ALL OTHER ZIP CODES			
	PREFERRED		STANDARD	
	ANNUAL	EFT	ANNUAL	EFT
65	1,297	108.04	1,438	119.79
66	1,350	112.46	1,498	124.78
67	1,405	117.04	1,560	129.95
68	1,463	121.87	1,624	135.28
69	1,521	126.70	1,690	140.78
70	1,584	131.95	1,758	146.44
71	1,651	137.53	1,834	152.77
72	1,722	143.44	1,913	159.35
73	1,797	149.69	1,994	166.10
74	1,875	156.19	2,082	173.43
75	1,954	162.77	2,170	180.76
76	2,017	168.02	2,237	186.34
77	2,083	173.51	2,313	192.67
78	2,152	179.26	2,386	198.75
79	2,217	184.68	2,461	205.00
80	2,289	190.67	2,541	211.67
81	2,319	193.17	2,573	214.33
82	2,348	195.59	2,608	217.25
83	2,379	198.17	2,639	219.83
84	2,410	200.75	2,675	222.83
85	2,441	203.34	2,710	225.74
86	2,472	205.92	2,745	228.66
87	2,504	208.58	2,778	231.41
88	2,535	211.17	2,814	234.41
89	2,569	214.00	2,849	237.32
90	2,598	216.41	2,885	240.32