



Grow With Us

PRODUCER PROGRAM

2022

Grow with us and earn more

It's simple. Just sell fully insured or Aetna Funding AdvantageSM plans to groups with 101 – 5,000 eligible employees. When you do, you'll receive credits based on the number of members who enroll.

Additionally, those per-case credits **increase by 50%¹** when a case is enrolled in our new **Aetna Connected Plan with CVS HealthTM**, a cost-saving² plan that gives your employees access to personal, convenient care when and where they need it.

Getting started - about the program

- For New Business only
- Includes fully insured or Aetna Funding AdvantageSM plans for groups in with 101– 5,000 eligible employees
- Cases with effective dates from January 1, 2022, through December 31, 2022 with a minimum of 51 enrolled members
- Credits will be paid quarterly by the end of the following quarter
- Credits earned will be in addition to those earned under Aetna's national producer partnership programs
- This program is not available for New York fully insured cases

Give yourself some extra credit

New Medical enrolled case membership	New Business Medical credits per case	Additional credit for cases enrolled in Aetna Connected Plan with CVS Health TM
51 - 100	\$1,000	+ \$500
101 - 200	\$2,500	+ \$1,250
201 - 300	\$5,000	+ \$2,500
301 - 400	\$7,500	+ \$3,750
401 - 1,000	\$10,000	+ \$5,000
1,001 +	\$20,000	+ \$10,000

Ready to earn more? Contact your Aetna[®] sales professional.

1. Requires at least 25% of members to be enrolled in the Aetna Connected Plan with CVS to be eligible for the additional credits. The Aetna Connected Plan may not be available in all geographies.
2. Actual results may vary based on plan design, group size and existing customers. Comparison is to Aetna(R) broad network HMO plans. Savings may be less when compared to other value-based or HMO network plans.

Aetna is the brand name used for products and services provided by one or more of the Aetna group of companies, including Aetna Life Insurance Company and its affiliates (Aetna). Aetna and CVS are part of the CVS Health family of companies. Aetna Funding Advantage plans are self-funded, meaning the benefits coverage is offered by the employer. Aetna Life Insurance Company only provides administrative services and offers stop loss insurance coverage to the employer.

Some program guidelines to keep in mind

Program term

- Cases with effective dates from January 1, 2022, through December 31, 2022.

Eligible participants

- Must be licensed and appointed (where required) and have an in-force Producer Agreement.

Eligible business

- New fully insured or Aetna Funding Advantage business with 101- 5,000 eligible employees.
- Includes both commissionable and non-commissionable business.
- Maximum per firm cap of \$120,000.
- The relationship between the producer and plan sponsor must be documented to Aetna's satisfaction.
- All new business cases must be submitted using the same tax identification number.
- Must be new business to Aetna (conversions are not eligible).
- Credits earned will be in addition to those earned under Aetna's national producer partnership programs.

Disclosures

- Producer is required to provide advanced written disclosure to customers on the nature of the compensation that the producer may be entitled to receive from Aetna.
- More details can be found by accessing our standard Producer Agreement at [Aetna.com/insurance-producer/document-library/aetna-producer-agreement.pdf](https://aetna.com/insurance-producer/document-library/aetna-producer-agreement.pdf)
- Credits outlined in this document are not charged to the customer's experience-rated contracts but will be disclosed in accordance with Aetna's Producer Compensation Disclosure policy.

Payments

- Credits will be paid quarterly, by the end of the following quarter.
- Credits will be reported as taxable income.
- Payments will be submitted under one Tax Identification Number (TIN). We will not split payments to multiple brokers or TINs.
- No disputes about any payment under the event will be considered unless communicated in writing within 90 days of payment release. Any retroactive payment revision will not be considered after 90 days post-payment release.

Exclusions

- General Agents are not eligible to participate.
- Professional Employee Organization plans, Medicare business, Joint Venture business and Aetna Student Health plans are excluded from this program.
- Program may not be available in all geographic regions. This program is not available for New York fully insured cases

Engagement credit guidelines

To receive credits or Medical credit payment, you must provide at least one of the following services:

- Electronic enrollment submission
- Full access to claims data from the current/incumbent carrier
- Access to the plan sponsor's management team to help facilitate stronger employee engagement
- Member assistance with plan selections and cost estimator or access to cost and quality-of-care decision support tools such as the Aetna Personal Health Record, Simple Steps To A Healthier Life® program, an online provider search function and a cost estimator tool, to name a few.

This material is for informational purposes only. It does not constitute a contract, nor does it modify an existing contract. The interpretation, application and administration of the provisions of the programs included in this publication shall be solely determined by Aetna, and its decision shall be final. Information is believed to be accurate as of the production date; however, it is subject to change. For more information about Aetna plans, refer to [Aetna.com](https://aetna.com).