

2019 Aetna Medicare Front Runners program



How to qualify

You can become a Front Runner broker for 2019 by selling a certain number of Aetna Individual Medicare (MA/MAPD, PDP) enrollments during the 2019 Annual Election Period. You'll earn points for each eligible enrollment you sell — 1 point for MA/MAPD enrollments and .5 points for PDP enrollments — and you need 25 points to qualify.

- Enrollments must be for an effective date of January 1, 2019.
- Any combination of MA/MAPD and PDP enrollments will count toward your total points (e.g., 25 MA/MAPD enrollments = 25 points; 20 MA/MAPD enrollments + 10 PDP enrollments = 25 points). This includes new sales and plan changes but excludes auto-effectuated plan changes. Rapid disenrollments are also excluded.
- Winners will be announced in second quarter 2019.
- Call center agents are ineligible.

Front Runners are eligible to receive special rewards, including:

- Free 2020 Aetna Individual Medicare certification (a \$175 value).
- Signage announcing your status.
- Discounts on online purchases from Staples.™
- First-to-know communications.
- A discounted rate on Kaplan Insurance continuing education courses online for one year.

We look forward to working with you

To learn more, just contact your local Aetna Medicare broker manager. Or you can contact the Aetna Medicare Broker Services Department by email at **brokersupport@aetna.com** or by phone at **1-866-714-9301**.

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