2020 Aetna Medicare Front Runners program

2020
Aetna Medicare
Front Runner
Agent

How to qualify

You can become a Front Runner for 2020 by selling Aetna Individual Medicare (MA/MAPD) or SilverScript PDP enrollments during the 2020 Annual Election Period.

You'll earn points for each eligible enrollment you sell — one point for Aetna MA/MAPD enrollments and .5 points for SilverScript PDP enrollments.

- Earn 25 points to qualify as a Front Runner
- Earn 100 points to qualify as an Elite Front Runner
- Enrollments must be for an effective date of January 1, 2020
- Any combination of Aetna MA/MAPD and SilverScript 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 2020
- Call center agents are ineligible

Front Runners are eligible to receive special rewards, including:

- Free 2020 Aetna Individual Medicare certification (a $175 value)
- Discount on purchases made through Aetna's Medicare Marketing Studio
- 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

Elite Front Runners will get all the rewards listed above PLUS additional rewards to be announced in 2020.

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**.

Aetna is the brand name used for products and services provided by one or more of the Aetna group of subsidiary companies, including Aetna Life Insurance Company and its affiliates (Aetna).

SilverScript is a Prescription Drug Plan with a Medicare contract offered by SilverScript Insurance Company. Aetna and SilverScript Insurance Company are part of the CVS Health family of companies.

Prior to engaging in the sale of Aetna Medicare products, producers must be ready to sell, which means certified, contracted, licensed in the applicable states and appointed by Aetna in accordance with state law. As permitted in certain states, Aetna will order appointments after the first sale. This communication is intended for use by brokers only and is not intended for distribution to Medicare beneficiaries. Any publication or distribution of this communication to unauthorized recipients without Aetna's approval is prohibited.

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