

Quality health plans & benefits
Healthier living
Financial well-being
Intelligent solutions

aetnaSM



2013 Aetna Individual Medicare Plans – By the **Numbers**

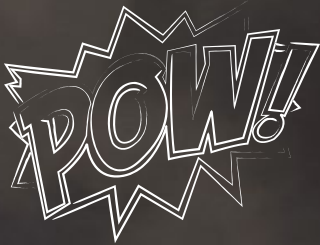
This Medicare season, why be good when you can be great? Here's a rundown of our 2013 Aetna Individual Medicare plans by the numbers.

Aetna Individual Medicare plans can help make this Medicare season your best ever. We'll let the numbers speak for themselves. Feel the power.

Get Out Front With Aetna.

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This information is not to be shared with beneficiaries. Plan designs and service areas described in this document are pending CMS approval and are therefore subject to change. Plans contain exclusions and limitations. For producer use only. Distribution to consumers, other insurers, or any other person or company is strictly prohibited. Unauthorized dissemination, forwarding or copying of this information may subject the user to civil or criminal penalties.



Competitive Medicare Advantage Plans with Improved Benefits

DO NOT ERASE

19

states plus DC

17

plans with \$0 PCP co-pay

64

plans with improved rates and benefits

27

plans with \$0 premium

- MAPD Plans in **19 states** plus DC
- **73** MAPD plans in markets nationally
- **64 Improved** MAPD plans for 2013
- **27** Plans with **\$0 premium** nationally
- **32** Plans with **\$25/month or less premium** nationally
- **17** Plans with **\$0 PCP co-pay** nationally
- **25** HMO plans with in-network OOP maximums of **\$3,400 or less** nationally
- Inpatient co-pays as low as **\$0 per day**
- OOP Maximums as low as **\$2,900 in network**
- Plan benefits vary by state. To see what plans are available in your state, visit www.OFWA-medicare.com/goodtogreat/map.html.

➔ *Click to continue*

Leading Prescription Drug Plans



DO NOT ERASE

50

states plus DC

81.2%

of U.S. Medicare beneficiaries will have access to an Aetna benchmark plan

65,000

network pharmacies

75%

of the U.S. population lives within three miles of a CVS/pharmacy

- Standalone prescription drug plans (PDP) in **50 states** plus DC
- **Below the LIS Benchmark** in 37 states & DC with **81.2% of U.S. Medicare beneficiaries** having access to an Aetna benchmark plan
- Aetna CVS/pharmacy Prescription Drug Plan (PDP):
 - **\$31.50/month average premium**
 - **\$2 copay for Tier 1** preferred generics at CVS/pharmacy
 - **\$5 copay for Tier 2** non-preferred generics at CVS/pharmacy
 - Projected to be a **top-3** plan on CMS Plan Finder for generic drug users
- Aetna Medicare Rx Premier PDP:
 - **\$0 deductible**
 - **\$5 copay** for preferred generics at any network pharmacy



We've made it even better to do business with Aetna

DO NOT ERASE

Our 2013 commission schedule provides the highest allowable commissions in the market.

- Plus, we're now paying **lifetime renewals!**
- What's more, this year new commission **payments** for Individual Medicare are **issued weekly**, rather than every other week.
- **New this year: Enroll on your iPad!** Want to enroll your members even faster? Starting with the 2013 Annual Election Period, you can do it on your iPad. The DRX iPad Mobile Field Enrollment application will allow you to enter data directly on an iPad and submit enrollment information:
 - Complies fully with CMS regulations
 - Avoids the redundancy of paper submissions
 - Compares plans and drugs, even when your iPad isn't online
 - Eliminates some processing delays by detecting input errors and omissions
- Tracks enrollment activity
- This AEP, it's easier than ever to **access enrollment and commissions reports** for your book of business. You can find them right on the Individual Medicare page of [Producer World](http://www.aetna.com/producer_world). Need access? To register for Producer World, go to https://www.aetna.com/producer_public/registration/info.html. Login at <https://www.aetna.com/producer/Login.do>.

This Medicare season, be the best you can be. Get Out Front With Aetna.

To learn more about selling Aetna Medicare, contact your local broker representative, or visit www.OFWAMedicare.com/GoodToGreat.