

10. Enrollment Process: What You Need to Know

Election periods overview

Enrollment application
turnaround time (TAT)

Aetna enrollment options

- Ascend Virtual Sales Office

New for 2018: e-kit

[Coventry enrollment options](#)

CMS “Trumping” rule

The enrollment process:
what you need to know

Referral-only sales

Telesales requirements

Coventry enrollment options

Online through our Ascend Virtual Sales Office app

Available for use on any device — including your laptop or tablet — that runs with an iPad platform (iPad 2 or newer model running iOS7 or newer version) or a Windows platform (Windows 7 or newer and x86 processor).

Once you’re ready to sell, you can request access to the app on the Coventry Broker Portal. After logging in, simply click “Ascend App Request Form” in the left menu, answer one question and then submit your request. Please allow 2–7 days for processing.

Paper applications

IMPORTANT! Be sure to submit enrollment applications and Scope of Appointment forms directly to:

MAPD

Coventry Health Care
P.O. Box 7770
London, KY 40742-7770
Fax: 1-888-554-7668

Aetna Florida HMO paper applications should be sent to the Coventry MAPD address and fax number. Aetna Florida PPO paper applications should be sent to the Aetna address and fax number.

The new [e-kit option](#) is now available through the Ascend Virtual Sales Office app.

PDP

First Health Part D
P.O. Box 7763
London, KY 40742-7763
Fax: 1-866-415-2232

Phone

You can assist a beneficiary with contacting us by phone, but telephonic enrollment requests must be initiated entirely by the beneficiary or his or her authorized representative. You **cannot** be physically present with the beneficiary at the time of the telephonic enrollment process. This is a CMS rule.

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