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Intelligent solutions

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POW!

Why be good when
you can be **great?**

DO NOT ERASE

**First Look at Aetna's 2013
Individual Medicare Advantage Product**

Go to MA Map

MEDICARE ADVANTAGE

Why be good when you can be great?



Mid-America

Northeast

Southeast

West

This Medicare season, why be good when you can be great?

You're good at what you do, but why stop there? We can help you make this Medicare season the best ever. We've got the brand, product, service and sales support to transform your Medicare selling. Feel the power. **Get Out Front With Aetna.**

We are pleased to provide producers with a high level overview of Aetna's 2013 Individual Medicare Advantage product and service area information, which are pending CMS approval. Aetna is a recognized leader in health insurance and offers competitive plans and pricing. Aetna Medicare Advantage plans (MA, MAPD) are available in 19 states plus D.C., and our standalone Medicare prescription drug plans (PDP) are in all 50 states.

In select service areas Aetna offers plans with \$0 plan premiums.* Plans may also include hearing, vision and fitness programs, and optional supplemental dental coverage. We've even added a transportation benefit in some service areas. Check with your local Broker Representative to see what is available in your market.

All producers are required to be certified, licensed and appointed before engaging in any sales-related activities involving 2013 Aetna Medicare Individual plans (MA, MAPD, PDP).

Don't miss out on your chance to sell Aetna Medicare this upcoming Annual Enrollment Period! Start completing the Aetna Medicare Individual Producer Certification today to ensure you're ready to sell by October 15th.

If you have any questions, please contact your local Broker Representative or log onto www.aetna.com and click on "Producers" then "Become Appointed with Aetna" to sell Aetna's Medicare products.

*Member is still responsible for the Part B premium in addition to the monthly plan premium.



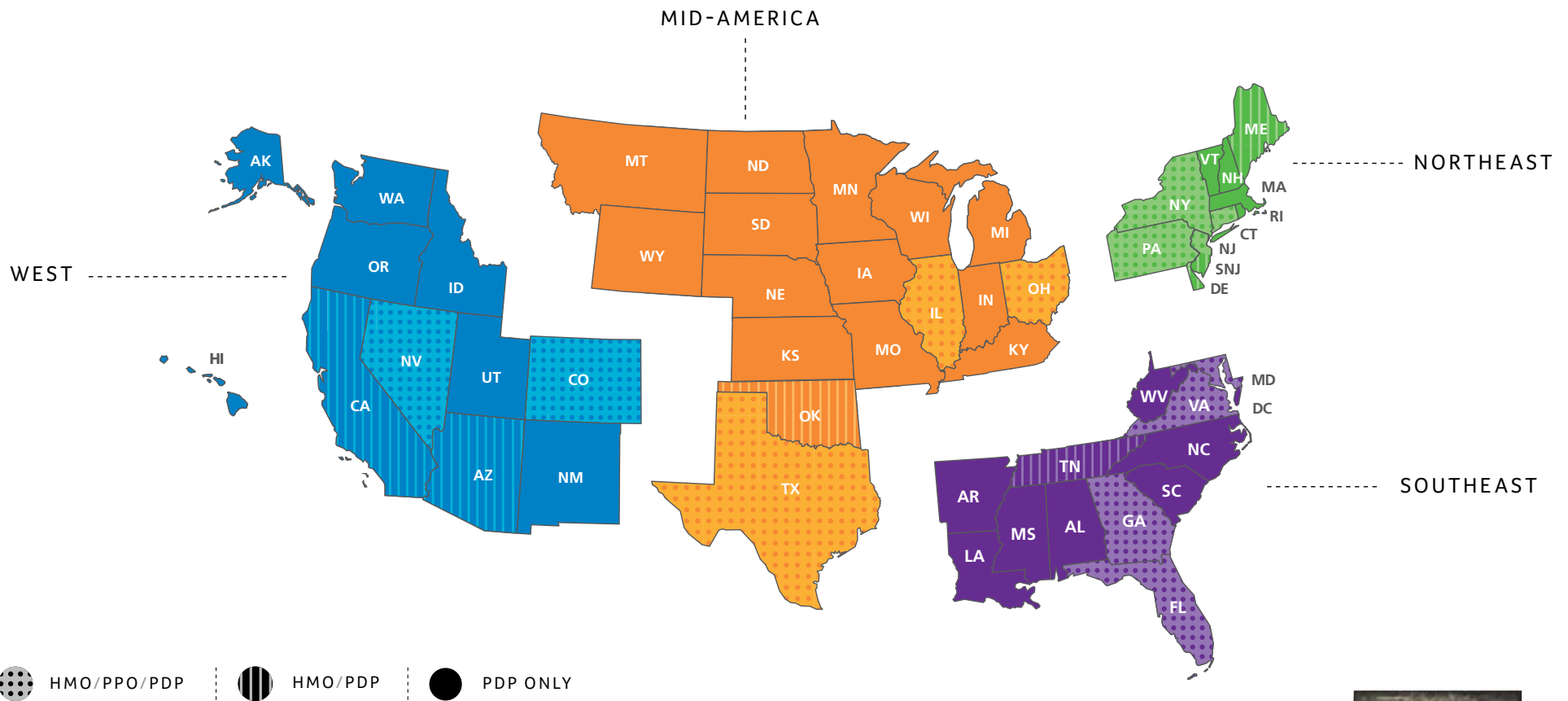
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MEDICARE ADVANTAGE

Why be good when you can be **great?**

Mid-America	Northeast	Southeast	West
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2013 Individual Medicare Advantage Product Offering



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MEDICARE ADVANTAGE

Why be good when you can be great?

Mid-America	Northeast	Southeast	West
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Mid-America Region: IL / OH

ILLINOIS

Cook	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Value Plan (HMO)	\$10	\$225 per day for days 1-8	\$3,400 In Network	\$0
Aetna Medicare Standard Plan (PPO)	\$10	\$200 per day for days 1-8	\$5,000 In Network \$7,500 Combined	\$79

OHIO

Cuyahoga & Summit	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Value Plan (HMO)	\$0	\$225 per day for days 1-8	\$3,400 In Network	\$0
Aetna Medicare Standard Plan (PPO)	\$15	\$220 per day for days 1-8	\$5,000 In Network \$7,500 Combined	\$67

Delaware & Franklin	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Value Plan (HMO)	\$10	\$265 per day for days 1-6	\$3,400 In Network	\$0
Aetna Medicare Standard Plan (PPO)	\$15	\$220 per day for days 1-8	\$5,000 In Network \$7,500 Combined	\$67



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MEDICARE ADVANTAGE

Why be good when you can be great?

Mid-America	Northeast	Southeast	West
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Mid-America Region: OH / OK

OHIO (continued)

Hamilton & Lucas	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Value Plan (HMO)	\$10	\$265 per day for days 1-6	\$3,400 In Network	\$0
Aetna Medicare Select Plan (HMO)	\$0	\$205 per day for days 1-7	\$3,000 In Network	\$0
Aetna Medicare Premier Plan (HMO)	\$0	\$150 per day for days 1-5	\$3,000 In Network	\$54
Aetna Medicare Standard Plan (PPO)	\$15	\$220 per day for days 1-8	\$5,000 In Network \$7,500 Combined	\$67

OKLAHOMA

Oklahoma	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Value Plan (HMO)	\$10	\$250 per day for days 1-7	\$6,700 In Network	\$0



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MEDICARE ADVANTAGE

Why be good when you can be great?

Mid-America	Northeast	Southeast	West
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Mid-America Region: TX

TEXAS

Bexar & Comal	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Premier Plan (HMO)	\$0	\$75 per day for days 1-5	\$3,200 In Network	\$0
Aetna Medicare Value Plan (PPO)	\$15	\$200 per day for days 1-7	\$5,000 In Network \$7,500 Combined	\$29
.....				
Collin, Dallas, Denton & Tarrant	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Premier Plan (HMO)	\$0	\$100 per day for days 1-5	\$3,200 In Network	\$0
Aetna Medicare Value Plan (PPO)	\$15	\$200 per day for days 1-7	\$5,000 In Network \$7,500 Combined	\$54
.....				
Harris & Montgomery	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Premier Plan (HMO)	\$0	\$150 per day for days 1-6	\$3,400 In Network	\$0
Aetna Medicare Value Plan (PPO)	\$5	\$225 per day for days 1-7	\$3,400 In Network \$5,000 Combined	\$54
.....				



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MEDICARE ADVANTAGE

Why be good when you can be great?

Mid-America	Northeast	Southeast	West
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Northeast Region: CT / DE / ME

CONNECTICUT

Fairfield, Hartford, Litchfield & New Haven	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Value Plan (HMO)	\$15	\$250 per day for days 1-7	\$5,300 In Network	\$0
Aetna Medicare Standard Plan (HMO)	\$10	\$175 per day for days 1-7	\$3400 In Network	\$94
Aetna Medicare Standard Plan (PPO)	\$10	\$195 per day for days 1-7	\$6,700 In Network \$10,000 Combined	\$87

DELAWARE

New Castle	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Value Plan (HMO)	\$5	\$175 per day for days 1-7	\$6,700 In Network	\$25
Aetna Medicare Standard Plan (HMO)	\$5	\$150 per day for days 1-7	\$6,700 In Network	\$98
Aetna Medicare Standard Plan (PPO)	\$10	\$200 per day for days 1-7	\$6,700 In Network \$10,000 Combined	\$165

MAINE

Cumberland, Penobscot & York	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Value Plan (HMO)	\$5	\$200 per day for days 1-7	\$3,400 In Network	\$0
Aetna Medicare Standard Plan (HMO)	\$5	\$100 per day for days 1-10	\$3,400 In Network	\$56



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MEDICARE ADVANTAGE

Why be good when you can be great?

Mid-America

Northeast

Southeast

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Northeast Region: NJ

NORTHERN MARKET

Bergen, Essex, Hudson, Middlesex, Monmouth, Morris, Ocean, Passaic, Sussex & Union

	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Basic Plan (HMO)	\$20	\$250 per day for days 1-7	\$6,700 In Network	\$0
Aetna Medicare Value Plan (HMO)	\$20	\$195 per day for days 1-9	\$6,700 In Network	\$0
Aetna Medicare Premier Plan (HMO)	\$10	\$195 per day for days 1-7	\$6,700 In Network	\$125

Essex, Hudson, Middlesex, Morris, Ocean & Passaic

	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Standard Plan (PPO)	\$15	\$195 per day for days 1-9	\$6,700 In Network \$10,000 Combined	\$65
Aetna Medicare Premier Plan (PPO)	\$10	\$175 per day for days 1-5	\$6,700 In Network \$10,000 Combined	\$156

SOUTHERN MARKET

Mercer	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Standard Plan (HMO)	\$25	\$225 per day for days 1-7	\$6,700 In Network	\$85

Atlantic, Burlington, Camden, Cumberland, Gloucester & Salem

	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Standard Plan (HMO)	\$20	\$225 per day for days 1-7	\$6,700 In Network	\$98

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MEDICARE ADVANTAGE

Why be good when you can be great?

Mid-America

Northeast

Southeast

West

Northeast Region: NY

Bronx, Kings & Richmond	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Select Plan (HMO)	\$0	\$125 per day for days 1-8	\$3,400 In Network	\$0
.....				
Rockland & Westchester	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Value Plan (HMO)	\$15	\$240 per day for days 1-7	\$6,700 In Network	\$78
.....				
New York, Queens & Richmond	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Value Plan (HMO)	\$10	\$175 per day for days 1-10	\$6,700 In Network	\$50
Aetna Medicare Standard Plan (HMO)	\$0	\$50 per day for days 1-10	\$3,400 In Network	\$80
.....				
Broome, Cayuga, Onondaga, Oswego & Tioga	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Value Plan (HMO)	\$10	\$195 per day for days 1-9	\$4,400 In Network	\$0
.....				
Broome, Cayuga, New York, Onondaga, Oswego, Queens, Richmond & Tioga	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Standard Plan (PPO)	\$10	\$175 per day for days 1-10	\$6,700 In Network \$10,000 Combined	\$85
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MEDICARE ADVANTAGE

Why be good when you can be great?

Mid-America

Northeast

Southeast

West

Northeast Region: PA

Bucks, Chester, Delaware & Montgomery	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Basic Plan (HMO)	\$15	\$215 per day for days 1-8	\$6,700 In Network	\$25
Aetna Medicare Standard Plan (HMO)	\$15	\$200 per day for days 1-8	\$6,700 In Network	\$57
Aetna Medicare Premier Plan (HMO)	\$10	\$190 per day for days 1-8	\$6,700 In Network	\$145
Philadelphia	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Basic Plan (HMO)	\$15	\$250 per day for days 1-7	\$6,700 In Network	\$0
Aetna Medicare Standard Plan (HMO)	\$25	\$250 per day for days 1-7	\$6,700 In Network	\$39
Aetna Medicare Premier Plan (HMO)	\$10	\$195 per day for days 1-9	\$5,900 In Network	\$140
Berks, Carbon, Cumberland, Dauphin, Lancaster, Lebanon, Lehigh, Monroe, Northampton & Schuylkill	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Basic Plan (HMO)	\$15	\$250 per day for days 1-7	\$6,700 In Network	\$0
Aetna Medicare Standard Plan (HMO)	\$20	\$250 per day for days 1-7	\$6,700 In Network	\$36
Berks, Carbon, Lancaster, Lebanon, Lehigh, Monroe, Northampton & Schuylkill	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Premier Plan (PPO)	\$10	\$250 per day for days 1-7	\$6,700 In Network \$10,000 Combined	\$120



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MEDICARE ADVANTAGE

Why be good when you can be great?

Mid-America	Northeast	Southeast	West
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Southeast Region: DC / FL

DISTRICT OF COLUMBIA

District of Columbia	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Standard Plan (HMO)	\$5	\$225 per day for days 1-7	\$6,700 In Network	\$19
Aetna Medicare Premier Plan (PPO)	\$5	\$250 per day for days 1-6	\$6,700 In Network \$10,000 Combined	\$79

FLORIDA

Broward, Duval, Miami-Dade, Palm Beach & Saint Johns	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Value Plan (HMO)	\$0	\$175 per day for days 1-10	\$3,600 In Network	\$0

Broward, Charlotte, Duval, Hillsborough, Lee, Manatee, Miami-Dade, Palm Beach, Pasco, Pinellas, Saint Johns & Sarasota	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Premier Plan (PPO)	\$10	\$265 per day for days 1-6	\$6,700 In Network \$8,800 Combined	\$29



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MEDICARE ADVANTAGE

Why be good when you can be great?

Mid-America	Northeast	Southeast	West
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Southeast Region: FL / GA

FLORIDA *(continued)*

Charlotte, Hillsborough, Lee, Manatee, Pasco, Pinellas & Sarasota	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Value Plan (HMO)	\$25	\$265 per day for days 1-6	\$3,400 In Network	\$38
.....				
Charlotte, Manatee & Sarasota	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Value Plan (HMO)	\$0	\$195 per day for days 1-10	\$3,000 In Network	\$0
.....				

GEORGIA

Cherokee, Cobb, DeKalb, Forsyth, Fulton & Gwinett	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Value Plan (HMO)	\$10	\$250 per day for days 1-7	\$3,900 In Network	\$0
.....				
Dekalb, Forsyth, Fulton & Gwinett	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Standard Plan (PPO)	\$10	\$220 per day for days 1-8	\$4,000 in Network \$6,000 Combined	\$45
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MEDICARE ADVANTAGE

Why be good when you can be **great**

Mid-America

Northeast

Southeast

West

Southeast Region: MD

MARYLAND

Anne Arundel, Baltimore, Baltimore City, Calvert, Carroll, Cecil, Charles, Frederick, Harford, Howard, Montgomery & Prince Georges	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Basic Plan (HMO)	\$10	\$255 per day for days 1-7	\$6,700 In Network	\$19
Aetna Medicare Standard Plan (HMO)	\$15	\$265 per day for days 1-6	\$6,700 In Network	\$29
Aetna Medicare Premier Plan (HMO)	\$5	\$195 per day for days 1-9	\$6,700 In Network	\$79
Aetna Medicare Standard Plan (PPO)	\$10	\$250 per day for days 1-7	\$6,700 In Network \$10,000 Combined	\$89

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MEDICARE ADVANTAGE

Why be good when you can be great

Mid-America

Northeast

Southeast

West

Southeast Region: TN / VA

TENNESSEE

Davidson	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Value Plan (HMO)	\$15	\$220 per day for days 1-8	\$6,700 In Network	\$48

VIRGINIA

Alexandria City, Arlington, Fairfax, Fairfax City, Falls Church City, Loudoun, Manassas City, Manassas Park City & Prince William	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Value Plan (HMO)	\$10	\$185 per day for days 1-8	\$3,400 In Network	\$28
Aetna Medicare Standard Plan (PPO)	\$15	\$250 per day for days 1-6	\$5,700 In Network \$8,800 Combined	\$54



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MEDICARE ADVANTAGE

Why be good when you can be great?

Mid-America	Northeast	Southeast	West
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West Region: AZ / CA

ARIZONA

Maricopa	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Select Plan (HMO)	\$10	\$175 per day for days 1-6	\$6,700 In Network	\$0

CALIFORNIA

Los Angeles & Orange	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Select Plan (HMO)	\$0	\$0	\$3,400 In Network	\$0

Riverside & San Bernardino	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Select Plan (HMO)	\$0	\$0	\$3,400 In Network	\$0

Kern	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Select Plan (HMO)	\$0	\$0	\$3,400 In Network	\$0

Fresno	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Select Plan (HMO)	\$0	\$275 per day for days 1-6	\$3,400 In Network	\$0



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MEDICARE ADVANTAGE

Why be good when you can be great?

Mid-America	Northeast	Southeast	West
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West Region: CA / CO / NV

CALIFORNIA *(continued)*

San Diego	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Select Plan (HMO)	\$0	\$150 per day for days 1-7	\$2,900 In Network	\$0
.....				
Ventura	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Select Plan (HMO)	\$0	\$250 per day for days 1-8	\$3,400 In Network	\$25
.....				

COLORADO

Adams, Arapahoe, Boulder, Broomfield, Denver, Douglas & Jefferson	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Select Plan (HMO)	\$15	\$250 per day for days 1-6	\$4,400 In Network	\$0
Aetna Medicare Select Plan (PPO)	\$20	\$250 per day for days 1-6	\$6,700 In Network \$10,000 Combined	\$68
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NEVADA

Clark	PCP In Network	Inpatient in Network	OOP Max	Premium
Aetna Medicare Select Plan (HMO)	\$0	\$150 per day for days 1-6	\$3,000 In Network	\$0
Aetna Medicare Select Plan (PPO)	\$20	\$200 per day for days 1-5	\$6,700 In Network \$10,000 Combined	\$69
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