



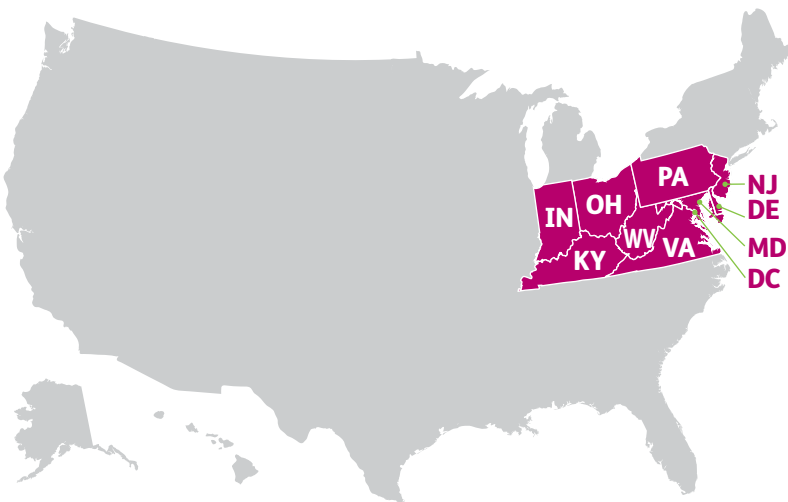
Humana's strengths create opportunity for your region!



Region 3:
Delaware, District of Columbia,
Indiana, Kentucky, Maryland, New
Jersey, Ohio, Pennsylvania, Virginia,
West Virginia

More good reasons to get certified to sell Humana Medicare

- 11,426,982 Medicare eligibles*
- \$0 premium for all HMOs in 17 PA and 18 IN counties
- \$0 premium HMOs in Louisville, Lexington, and Northern Kentucky with SNPs
- Competitive benefit package in WV, including Charleston and Huntington
- Competitive HMO plans offered in Richmond, Tidewater, Charlottesville, Roanoke, Northern VA, Southwest VA & Delaware



Click on the state abbreviation to see the 2017 Medicare Advantage plans Humana filed for your state.

For more information about how to certify, call Agent Service Unit (ASU) at 800-309-3163, Monday-Friday from 8am-9pm Eastern time. If you work with a General Agency or Field Marketing Organization, please contact them directly to learn about more good reasons to get certified to sell Humana Medicare.

Confidential: For Humana agent/agency reference only. This is not to be shared with consumers. These plans may not be sold until after October 15, 2016.

*Source: CMS, MA State/County Penetration, June 2016.