



Mid-America

Great Lakes

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Mid-America

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Great Lakes Market



Number of Medicare eligibles*

IL Chicago	768,603
IL Northern	666,133
IL Central	164,208
IN Fort Wayne	58,974
Indiana	1,076,601
Michigan	1,875,556
Minnesota	899,618
Wisconsin	1,035,375
Total	6,545,068

Service Area: IL: Adams, Boone, Brown, Bureau, Carroll, Cass, Champaign, Christian, Coles, Cook, Crawford, Cumberland, Dekalb, Dewitt, Douglas, Effingham, Fayette, Ford, Fulton, Hancock, Henderson, Henry, Jasper, Jo Daviess, Kendall, Lee, Logan, Macon, Macoupin, Marshall, Mason, Mclean, Menard, Mercer, Montgomery, Morgan, Moultrie, Ogle, Peoria, Piatt, Pike, Rock Island, Sangamon, Scott, Shelby, Stark, Stephenson, Tazewell, Vermilion, Warren, Winnebago, Woodford
IN: Allen

*MA State/County Penetration – May 2015, CMS.gov

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Great Lakes Market

Market Highlights

- Three \$0 premium plans
- Five additional plans under \$30 available
- All plans offer low copays through large preferred pharmacy network with option to go to larger non-preferred network.
- Free fitness membership included in all plans
- \$0 Copay for two preventive dental visits / year on most plans
- \$0 hearing and vision screenings
- Seven new counties for 2016
- Options and benefit packages to fit multiple types of consumers
- Advantra PPO plan offers the same in-network and out-of-network MOOP giving members the exceptional network flexibility

Strong Network

- SwedishAmerican Hospital
- UnityPoint Health-Methodist & Proctor
- Loyola University
- Kindred Hospital
- St. John's Hospital
- Advocate
- Carle Hospital
- Decatur Memorial Hospital
- Springfield Clinic
- Mercy Hospital & Medical Center
- Parkview Hospital (IN)
- St. Joseph Medical Center (IN)

Great Lakes Market

Illinois/ Boone, Winnebago

Coventry Total Care (HMO)	
Why You Should Sell This Plan	Total Care is a 4.5 Star rated plan and partnered with SwedishAmerican Hospital to provide collaborative care to your clients. Add to this a \$0 premium and \$0 Tier 1 Rx with a low MOOP and this plan offers high value with a goal of providing high quality outcomes for members
Monthly Premium	\$0
PCP In-Network	\$10
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$575 per day, days 1-3; \$0 per day, days 4-90
Out-of-pocket Maximum	\$4,950 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$10 copay
Tier 2 - Generic	\$5/\$20 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

Great Lakes Market

Illinois / Cook

	Aetna Medicare Value Plan (HMO)	Aetna Medicare Standard Plan (PPO)	Aetna Medicare Value Plan (PPO)
Why You Should Sell This Plan	Why You Should Buy (first plan): Change to, 4-Star rated HMO with large network — including the ability to see providers in collar counties — low Tier 1 Rx and local broker support and service	Why You Should Buy (second plan): Change to, 4.5 Star-rated PPO with a large network, local broker support and one of the lowest MOOPs available	Why You Should Buy (third plan): Change to, 4.5 Star-rated PPO, \$0 plan premium, local broker support and large network that includes the ability to see providers in collar counties
Monthly Premium	\$14	\$69	\$0
PCP In-Network	\$10	\$5	\$20
Specialist In-Network	\$50	\$50	\$50
Inpatient Hospital In-Network	\$295 per day, days 1-6; \$0 per day, days 7-90	\$260 per day, days 1-7; \$0 per day, days 8-90	\$295 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$4,950 In-Network	\$2,800 In-Network / \$5,100 Combined	\$4,800 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$2/\$7 copay	\$2/\$10 copay	\$4/\$10 copay
Tier 2 - Generic	\$7/\$12 copay	\$10/\$20 copay	\$10/\$20 copay
Tier 3 - Preferred Brand	\$47 copay	\$47 copay	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance	50% coinsurance	50% coinsurance
Tier 5 - Specialty	33% coinsurance	33% coinsurance	33% coinsurance

Great Lakes Market

Illinois / Peoria, Tazewell

Coventry Total Care (HMO)

Why You Should Sell This Plan

Total Care is a 4.5 Star rated plan and partnered with UnityPoint Health Methodist|Proctor to provide collaborative care to your clients. Add to this a \$0 premium and \$0 Tier 1 Rx with a low MOOP and this plan offers high value with a goal of providing high quality outcomes for members

Monthly Premium	\$0
PCP In-Network	\$5
Specialist In-Network	\$40
Inpatient Hospital In-Network	\$325 per day, days 1-5, \$0 per day, days 6-90
Out-of-pocket Maximum	\$4,200 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$10 copay
Tier 2 - Generic	\$5/\$15 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

Great Lakes Market

Illinois / Adams, Brown, Cass, Champaign, Christian, Coles, Crawford, Cumberland, De Witt, Douglas, Effingham, Fayette, Ford, Fulton, Jasper, Logan, Macon, Macoupin, Marshall, Mason, McLean, Menard, Montgomery, Morgan, Moultrie, Peoria, Piatt, Pike, Sangamon, Scott, Shelby, Stark, Tazewell, Vermilion, Woodford

Advantra Value (PPO)

Why You Should Sell This Plan

4.5 Star-rated PPO — one of IL's highest rated plans — with a large network, affordable Rx and local customer service and support

Monthly Premium	\$14
PCP In-Network	\$15
Specialist In-Network	\$40
Inpatient Hospital In-Network	\$295 per day, days 1-6, \$0 per day, days 7-90
Out-of-pocket Maximum	\$6,000 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$2/\$7 copay
Tier 2 - Generic	\$7/\$12 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

Great Lakes Market

Illinois / Boone, Bureau, Carroll, DeKalb, Hancock, Henderson, Henry, Jo Daviess, Kendall, Lee, Mercer, Ogle, Rock Island, Stephenson, Warren, Winnebago

Advantra Value (PPO)	
Why You Should Sell This Plan	4.5 Star-rated PPO — one of IL’s highest rated plans — large network, affordable Rx, added benefits and local customer service and support
Monthly Premium	\$14
PCP In-Network	\$15
Specialist In-Network	\$35
Inpatient Hospital In-Network	\$375 per day, days 1-2; \$225 per day, days 3-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$5,400 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$4/\$10 copay
Tier 2 - Generic	\$10/\$20 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

Great Lakes Market

Illinois / Adams, Boone, Brown, Bureau, Carroll, Cass, Champaign, Christian, Coles, Crawford, Cumberland, De Witt, DeKalb, Douglas, Effingham, Fayette, Ford, Fulton, Hancock, Henderson, Henry, Jasper, Jo Daviess, Kendall, Lee, Logan, Macon, Macoupin, Marshall, Mason, McLean, Menard, Mercer, Montgomery, Morgan, Moultrie, Ogle, Peoria, Piatt, Pike, Rock Island, Sangamon, Scott, Shelby, Stark, Stephenson, Tazewell, Vermilion, Warren, Winnebago, Woodford

Advantra (PPO)	
Why You Should Sell This Plan	Advantra (PPO) is one of IL's highest rated plans at 4.5 Stars, offers a large network of providers including the ability to see regional provider networks in IA and MO as well border providers in WI and IN. Advantra offers affordable Rx, added benefits every client wants and local broker service
Monthly Premium	\$29
PCP In-Network	\$10
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$345 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$4,200 In-Network / \$4,200 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$3/\$10 copay
Tier 2 - Generics	\$10/\$20 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

Great Lakes Market

Indiana / Fort Wayne

Aetna Medicare Value Plan (PPO)	
Why You Should Sell This Plan	High rated 4.5 PPO offering excellent value at \$19 premium with a large network of local support
Monthly Premium	\$19
PCP In-Network	\$20
Specialist In-Network	\$50
Inpatient Hospital In-Network	\$295 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$4,800 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$4/\$10 copay
Tier 2 - Generic	\$10/\$20 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance