



Southeast

Capitol

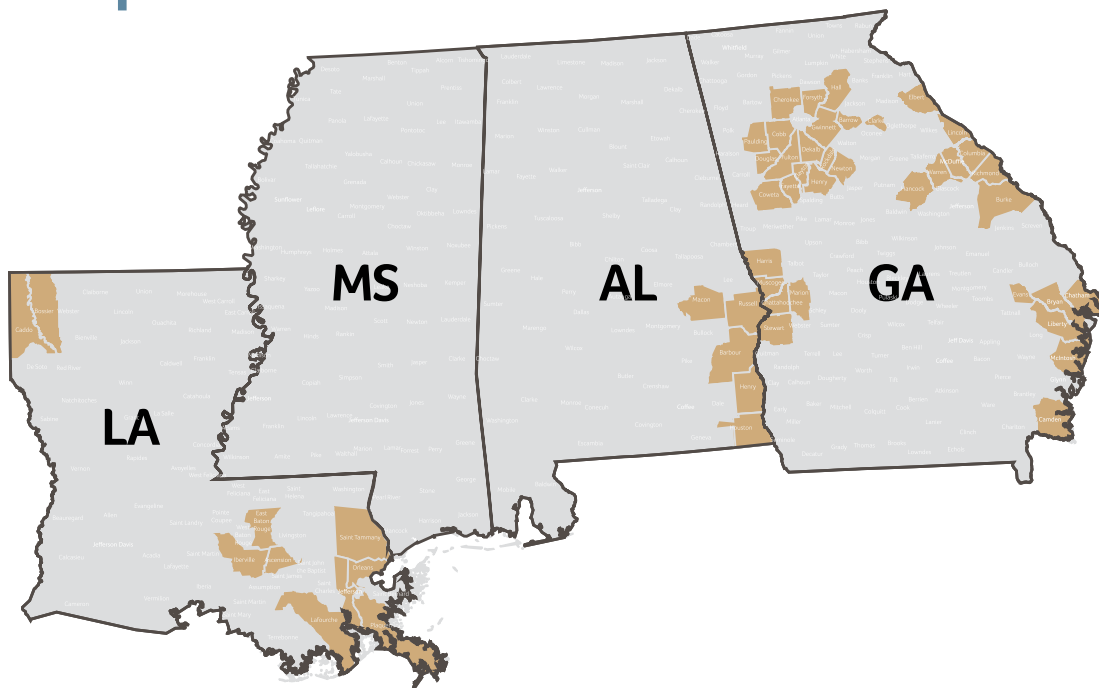
Deep South

Florida

Mid-South

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Deep South Market



Number of Medicare eligibles*

AL Alabama	47,067
GA Atlanta	653,412
GA Augusta	70,461
GA Coastal	66,069
GA Columbus	40,356
LA Baton Rouge	87,459
LA New Orleans	197,826
LA Shreveport	64,546
Alabama	908,523
Georgia	666,669
Louisiana	431,730
Mississippi	554,451
Total	3,788,569

Service Area: **AL:** Barbour, Henry, Houston, Macon, Russell **GA:** Barrow, Bryan, Burke, Camden, Chatham, Chattahoochee, Cherokee, Clarke, Clayton, Cobb, Columbia, Coweta, DeKalb, Douglas, Elbert, Evans, Fayette, Forsyth, Fulton, Gwinnett, Hall, Hancock, Harris, Henry, Liberty, Lincoln, Marion, McDuffie, McIntosh, Muscogee, Newton, Paulding, Richmond, Rockdale, Stewart, Warren **LA:** Ascension, Bossier, Caddo, East Baton Rouge, Iberville, Jefferson, Lafourche, Orleans, Plaquemines, Saint Tammany

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

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Deep South Market

Market Highlights

New Orleans Metro and Baton Rouge Metro

- \$0 monthly premium HMO with \$0 annual deductible
- Specialist Copay \$30
- \$10 PCP Copay
- \$0 copays on Preferred Generic Prescription Drugs at preferred pharmacies
- \$0 Healthways SilverSneakers fitness membership
- \$250 Annual Comprehensive Dental benefit, plus additional preventive dental benefits
- \$100 Vision Allowance

North Louisiana (Bossier and Caddo) and St. Tammany

- Low monthly premium HMO with \$0 annual deductible
- \$5 PCP /\$35 Specialist copay
- Large pharmacy network
- \$0 copays on Preferred Generic Prescription Drugs at preferred pharmacies
- \$0 Healthways SilverSneakers fitness membership
- Preventive Dental Visit
- \$75 Vision allowance

Strong Network

- **New Orleans Metro (St. Tammany / Orleans / Jefferson / Plaquemines)**
LSU Healthcare System, East Jefferson General Hospital, West Jefferson General Hospital, Touro, St. Tammany Parish Hospital, Louisiana Medical Center & Heart Hospital Lacombe, Slidell Memorial Hospital, Fairway Medical Center
- **Baton Rouge Metro (East Baton Rouge / Ascension / Iberville / LaFourche)**
LSU Healthcare System, Baton Rouge General, Our Lady of the Lake, NorthOaks, TGMC, CIS, Thibodaux Regional Medical Center, Prevost Memorial Hospital, St. Elizabeth Hospital, Women's Hospital
- **Shreveport / NW Louisiana (Bossier & Caddo Parishes)**
LSU Healthcare System, Willis Knighton Health System

Deep South Market

Georgia / Cherokee, DeKalb, Forsyth, Fulton, Gwinnett

Aetna Medicare Select Plan (HMO) (H1109-005)

Why You Should Sell This Plan	\$10 PCP copay, no deductibles, \$4 copay on Tier 1 preferred generic, optional dental add on and Travel Advantage benefit
Monthly Premium	\$0
PCP In-Network	\$10
Specialist In-Network	\$40
Inpatient Hospital In-Network	\$285 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$4,650 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$4/\$10 copay
Tier 2 - Generic	\$15/\$20 copay
Tier 3 - Preferred Brand	\$45/\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

Deep South Market

Georgia / Barrow, Bryan, Burke, Camden, Chatham, Chattahoochee, Clarke, Clayton, Cobb, Columbia, Coweta, DeKalb, Douglas, Evans, Fayette, Forsyth, Fulton, Gwinnett, Hall, Harris, Liberty, Marion, McDuffie, McIntosh, Muscogee, Newton, Paulding, Richmond, Rockdale

Advantra Preferred (PPO) (H1608-028)

Why You Should Sell This Plan

4.5 Star-rated PPO, \$5 PCP copay, no referrals, \$5 copay on Tier 1 preferred generic, rich formulary, dental and vision allowance and Silver Sneakers membership

Monthly Premium	\$34
PCP In-Network	\$5
Specialist In-Network	\$35
Inpatient Hospital In-Network	\$249 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$4,650 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$5/\$10 copay
Tier 2 - Generic	\$15/\$20 copay
Tier 3 - Preferred Brand	\$45/\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

Deep South Market

Louisiana / Ascension, East Baton Rouge, Iberville, Jefferson, Lafourche, Orleans, Plaquemines

Advantra (HMO) (H3928-001)	
Why You Should Sell This Plan	\$0 plan premium, \$5 PCP copay, \$0 copay on Tier 1 preferred generic, dental allowance and an eye wear allowance
Monthly Premium	\$0
PCP In-Network	\$5
Specialist In-Network	\$30
Inpatient Hospital In-Network	\$150 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$5,900 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$5 copay
Tier 2 - Generic	\$15/\$20 copay
Tier 3 - Preferred Brand	\$45/\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

Deep South Market

Louisiana / Bossier, Caddo, St. Tammany

Advantra (HMO) (H3928-002)

Why You Should Sell This Plan

Low plan premium, \$10 PCP copay, \$0 copay on Tier 1 preferred generic, preventative dental visit and an eye wear allowance

Monthly Premium	\$29
PCP In-Network	\$10
Specialist In-Network	\$35
Inpatient Hospital In-Network	\$175 per day, days 1-10; \$0 per day, days 11-90
Out-of-pocket Maximum	\$6,700 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$10 copay
Tier 2 - Generic	\$15/\$20 copay
Tier 3 - Preferred Brand	\$45/\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

Deep South Market

Georgia / Bryan, Chatham, Chattahoochee, Cobb, Columbia, DeKalb, Douglas, Evans, Fayette, Forsyth, Fulton, Gwinnett, Harris, Henry, Liberty, Marion, McIntosh, Muscogee, Newton, Paulding, Richmond, and Rockdale

Advantra Platinum (HMO-POS) (H5302-011)

Why You Should Sell This Plan

\$5 PCP copay, no deductibles, out-of-network benefits on most services, \$0 copay on Tier 1 preferred generic, rich formulary, Silver Sneakers membership, vision allowance of \$125 per year on eye wear and \$0 copay on eye exam

Monthly Premium	\$59
PCP In-Network	\$5
Specialist In-Network	\$25
Inpatient Hospital In-Network	\$175 per day, days 1-7; \$0 per day, days 8-90
Out-of-pocket Maximum	\$4,100 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$5 copay
Tier 2 - Generic	\$15/\$20 copay
Tier 3 - Preferred Brand	\$45/\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

Deep South Market

Alabama / Barbour, Henry, Houston, Macon, Russell Georgia / Barrow, Bryan, Chatham, Chattahoochee, Clayton, Columbia, Coweta, DeKalb, Douglas, Elbert, Evans, Fayette, Forsyth, Fulton, Gwinnett, Hall, Hancock, Harris, Lincoln, Marion, McDuffie, McIntosh, Muscogee, Newton, Paulding, Richmond, Rockdale, Stewart, Warren

Aetna Medicare Essential Plan (PPO) (H5521-091)

Why You Should Sell This Plan

4 Star rated PPO that utilizes a National Network with low co-pays and maximum out of pocket. Also includes the following: robust formulary, provider network, SilverSneakers, and a yearly dental and vision allowance.

Monthly Premium	\$0
PCP In-Network	\$7
Specialist In-Network	\$39
Inpatient Hospital In-Network	\$270 per day, days 1-7; \$0 per day, days 8-90
Out-of-pocket Maximum	\$5,000 In-Network / \$10,000 Combined
Prescription Drugs (One time Annual \$175 Deductible Applies to Tiers 3, 4 and 5)	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$4/\$10 copay
Tier 2 - Non-Preferred Generic	\$15/\$20 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	29% coinsurance