



Southeast

Capitol

Deep South

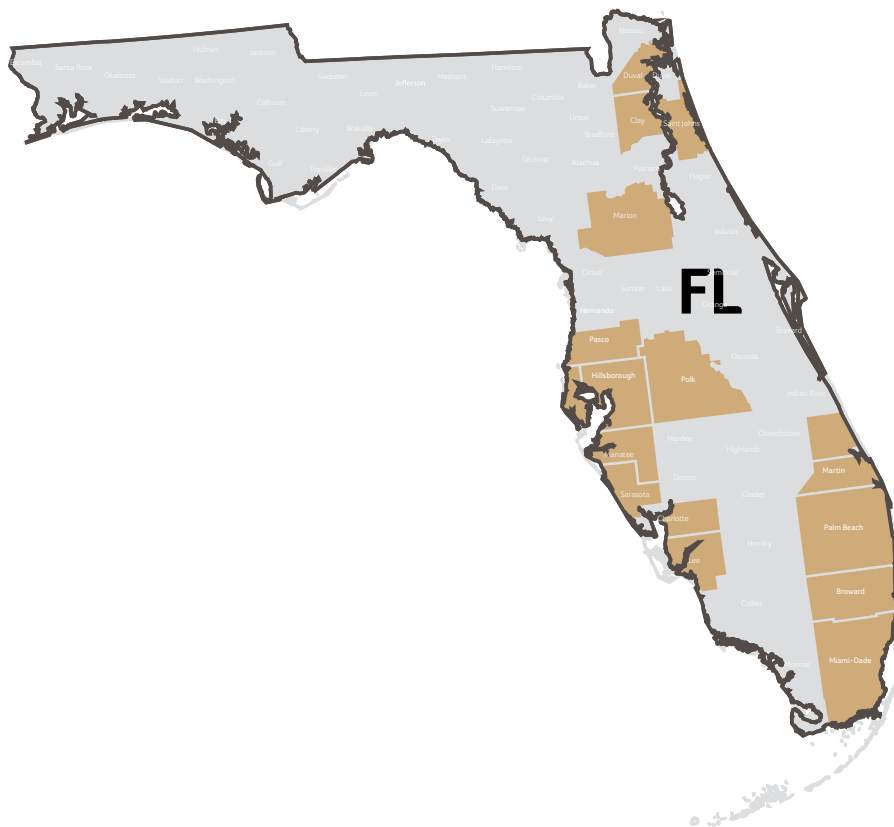
Florida

Mid-South

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Florida Market



Number of Medicare eligibles*

FL Central	770,633
FL North	217,497
FL South	705,143
FL Southeast	428,451
FL Treasure Coast	396,149
Florida	1,417,708
Total	3,935,581

Service Area: FL: Broward, Charlotte, Clay, Duval, Hillsborough, Lee, Manatee, Marion, Martin, Miami-Dade, Palm Beach, Pasco, Pinellas, Polk, St. Johns, St. Lucie, Sarasota

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

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Florida Market

Market Highlights

- HMOs with \$0 monthly premium and no deductibles
- Money credited monthly to a member's Medicare Part B premium
- Large pharmacy network, rich drug formulary and coverage in the gap
- Initial coverage limits for prescription drugs higher than the \$3,310 CMS standard
- Comprehensive dental benefits provided through Delta Dental
- \$0 for a Healthways SilverSneakers[®] fitness program membership
- Sizeable allowances for over-the-counter products, eyewear and hearing aids
- Special Needs Plans (D-SNPs) for those covered by both Medicare and Medicaid

Strong Network

- Doctors and hospitals including Cleveland Clinic Florida, University of Miami, Baptist Health, BayCare, HCA Healthcare, Sarasota Memorial and Memorial Healthcare Systems

Florida Market

Florida / Duval, St. Johns

Aetna Medicare Value Plan (HMO)	
Why You Should Sell This Plan	Blends competitive out-of-pocket costs with a rich Rx formulary and expansive networks (provider and pharmacy)
Monthly Premium	\$0
PCP In-Network	\$10
Specialist In-Network	\$50
Inpatient Hospital In-Network	\$295 per day, days 1-6; \$0 per day, days 7-90
Outpatient Hospital	\$250
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	\$10/\$20 copay
Tier 3 - Preferred Brand	\$45/\$47 copay

Florida Market

Florida / Charlotte, Manatee, Sarasota

Aetna Medicare Value Plan (HMO)	
Why You Should Sell This Plan	Blends competitive out-of-pocket costs with a rich Rx formulary and expansive networks (provider and pharmacy)
Monthly Premium	\$0
PCP In-Network	\$0
Specialist In-Network	\$40
Inpatient Hospital In-Network	\$295 per day, days 1-6; \$0 per day, days 7-90
Outpatient Hospital	\$250
Out-of-pocket Maximum	\$6,000 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$10 copay
Tier 2 - Generic	\$10/\$20 copay
Tier 3 - Preferred Brand	\$45/\$47 copay

Florida Market

Florida / Hillsborough, Pinellas

Aetna Medicare Value Plan (HMO)

Why You Should Sell This Plan

Blends competitive out-of-pocket costs with a rich Rx formulary and expansive networks (provider and pharmacy) Medicare including a \$500 Dental allowance and a \$100 Vision allowance. Silver Sneakers is included at \$0. Four Tier Prescription Drugs with hundreds of Generic Rx on T1 for only \$3 (at Preferred Pharmacies). \$0 Rx Deductible on all Tiers

Monthly Premium	\$0
PCP In-Network	\$10
Specialist In-Network	\$40
Inpatient Hospital In-Network	\$295 per day, days 1-6; \$0 per day, days 7-90
Outpatient Hospital	\$250
Out-of-pocket Maximum	\$6,000 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$10 copay
Tier 2 - Generic	\$10/\$20 copay
Tier 3 - Preferred Brand	\$45/\$47 copay

Florida Market

Florida / Clay, Lee, Pinellas

Aetna Medicare Premier Plan (HMO)	
Why You Should Sell This Plan	Blends competitive out-of-pocket costs with a rich Rx formulary and expansive networks (provider and pharmacy)
Monthly Premium	\$29
PCP In-Network	\$0
Specialist In-Network	\$50
Inpatient Hospital In-Network	\$295 per day, days 1-6; \$0 per day, days 7-90
Outpatient Hospital	\$250
Out-of-pocket Maximum	\$6,700 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$3/\$8 copay
Tier 2 - Generic	\$8/\$14 copay
Tier 3 - Preferred Brand	\$45/\$47 copay

Florida Market

Florida / Broward, Charlotte, Duval, Hillsborough, Manatee, Miami-Dade, Palm Beach, Pasco, Sarasota, St. Johns

Aetna Medicare Premier Plan (PPO)

Why You Should Sell This Plan

Combines competitive out-of-pocket costs, rich drug formulary and comprehensive dental coverage with large networks (provider and pharmacy) and the freedom to access care in- and out-of-network

Monthly Premium	\$49
PCP In-Network	\$0
Specialist In-Network	\$50
Inpatient Hospital In-Network	\$295 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$6,700 In-Network/ \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$3/\$8 copay
Tier 2 - Generic	\$8/\$14 copay
Tier 3 - Preferred Brand	\$45/\$47 copay

Florida Market

Florida / Miami-Dade

	Coventry Summit Ideal (HMO)	Coventry Vista Ideal (HMO)
Why You Should Sell This Plan	Balances savings and security by providing a monthly Part B premium credit, \$0 copays, enhanced ICL, large networks (provider and pharmacy) and highly-valued supplemental benefits	Offers outstanding value through low copays, large networks (provider and pharmacy) and a robust package of supplemental benefits
Monthly Premium	\$0	\$0
PCP In-Network	\$0	\$0
Specialist In-Network	\$0	\$0
Inpatient Hospital In-Network	\$0 per stay	\$0 per stay
Out-of-pocket Maximum	\$3,400 In-Network	\$3,400 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Generic	\$0/\$5 copay	\$0/\$5 copay
Tier 2 - Preferred Brand	\$3/\$10 copay	\$10/\$20 copay

Florida Market

Florida / Broward

	Coventry Summit Ideal (HMO)	Coventry Vista Ideal (HMO)
Why You Should Sell This Plan	Balances savings and security by offering low copays, large networks (provider and pharmacy) and highly-valued supplemental benefits	Offers outstanding value through low copays, large networks (provider and pharmacy) and a robust package of supplemental benefits
Monthly Premium	\$0	\$0
PCP In-Network	\$0	\$0
Specialist In-Network	\$0	\$10
Inpatient Hospital In-Network	\$95 per day, days 1-7; \$0 per day, days 8-90	\$195 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$3,400 In-Network	\$5,000 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Generic	\$0/\$5 copay	\$0/\$5 copay
Tier 2 - Preferred Brand	\$15/\$25 copay	\$30/\$40 copay

Florida Market

Florida / Duval, Hillsborough, Marion, Martin, Palm Beach, Pinellas, Polk, St. Johns, St. Lucie

Coventry Summit Ideal (HMO)	
Why You Should Sell This Plan	Balances savings and security by offering low copays, large networks (provider and pharmacy) and highly-valued supplemental benefits
Monthly Premium	\$0
PCP In-Network	\$0
Specialist In-Network	\$20
Inpatient Hospital In-Network	\$195 per day, days 1-7; \$0 per day, days 8-90
Out-of-pocket Maximum	\$5,000 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Generic	\$0/\$10 copay
Tier 2 - Preferred Brand	\$35/\$47 copay