

# 2019 Aetna Medicare Front Runners program



## How to qualify

You can become a Front Runner broker for 2019 by selling a certain number of Aetna Individual Medicare (MA/MAPD, PDP) enrollments during the 2019 Annual Election Period. You'll earn points for each eligible enrollment you sell — 1 point for MA/MAPD enrollments and .5 points for PDP enrollments — and you need 25 points to qualify.

- Enrollments must be for an effective date of January 1, 2019.
- Any combination of MA/MAPD and PDP enrollments will count toward your total points (e.g., 25 MA/MAPD enrollments = 25 points; 20 MA/MAPD enrollments + 10 PDP enrollments = 25 points). This includes new sales and plan changes but excludes auto-effectuated plan changes. Rapid disenrollments are also excluded.
- Winners will be announced in second quarter 2019.
- Call center agents are ineligible.

### Front Runners are eligible to receive special rewards, including:

- Free 2020 Aetna Individual Medicare certification (a \$175 value).
- Signage announcing your status.
- Discounts on online purchases from Staples.™
- First-to-know communications.
- A discounted rate on Kaplan Insurance continuing education courses online for one year.

## We look forward to working with you

To learn more, just contact your local Aetna Medicare broker manager. Or you can contact the Aetna Medicare Broker Services Department by email at [brokersupport@aetna.com](mailto:brokersupport@aetna.com) or by phone at **1-866-714-9301**.

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