

Quality health plans & benefits  
Healthier living  
Financial well-being  
Intelligent solutions

aetna<sup>SM</sup>

# The Aetna Medicare Front Runner Broker Rewards Program

Why be good when you can be **great?**

DO NOT ERASE

## Sell 10 Aetna Individual Medicare applications this AEP and become an Aetna Medicare Front Runner for 2013

### Get Out Front with Aetna

The Aetna Medicare Front Runners Program is a rewards program exclusively for our “best of the best” producers. It’s designed to give our top brokers a competitive edge so they can reach even higher levels of success.

### You’ve got what it takes

Become a Front Runner broker in 2013 by selling 10 or more Aetna Individual Medicare applications during the 2013 Annual Enrollment Period.

### Learn more

To learn more about becoming a Front Runner, contact your Aetna Broker Sales Representative or the Aetna Medicare Broker Support Unit at 1-888-247-1050 or [BrokerService-MedicareTeam@aetna.com](mailto:BrokerService-MedicareTeam@aetna.com). We look forward to working with you.

### As a Front Runner, you will be eligible to receive special rewards, including:



- \$250 discount toward a lead generation program
- Free Aetna Individual Medicare certification (a \$150 value)
- \$100 worth of free marketing materials from the Aetna Medicare Marketing Print Portal
- Credits towards purchasing Aetna promotional items
- Signage announcing your status
- Discounts on your online purchases from Staples
- A discounted rate on Kaplan Insurance Continuing Education Courses Online for one year
- Invitations to special events, including webinars on today’s most important issues
- Priority ordering of enrollment kits before AEP and a higher enrollment kit ordering limit during AEP
- First-to-know communications

If you are affiliated with a General Agent (GA) or Field Marketing Organization (FMO) and are interested in selling Aetna Medicare products, please contact them directly.

**Aetna is the brand name used for products and services provided by one or more of the Aetna group of subsidiary companies, including Aetna Life Insurance Company and its affiliates (Aetna).**

Not for distribution to Medicare beneficiaries. Producers must be licensed in the applicable state, appointed by Aetna, and certified under the Producer Certification Program prior to engaging in the sale of Aetna products. Health insurance plans are offered by Aetna Health Inc., Aetna Health of California Inc., and/or Aetna Life Insurance Company (Aetna). For more information on Aetna products, refer to [www.Aetna.com](http://www.Aetna.com).

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