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## AETNA INDIVIDUAL MEDICARE

### Individual Medicare producer commission payments to be issued weekly

[Review commission payment dates on Producer World](#)

Starting this week, commission payments for Aetna Individual Medicare producers will be issued weekly, rather than bi-weekly.

Please see the updated 2012 Individual Medicare Compensation Payment Schedule on [Producer World](#) for future commission payment dates.

#### **How do we pay new business commission?**

We initially pay 50% of the new business commission amount for new enrollments into HMO/PPO and PDP plans. After CMS confirms the new business enrollments, we pay the remaining 50%.

#### **How do we pay renewal commission?**

- The renewal commission amount for HMO/PPO plans is paid in 12 monthly installments.
- Renewal commission for standalone PDP plans is paid once a year. This year, it was paid on April 3rd.

Note: Renewal commission rates are based on the member's original Aetna effective date. Existing Aetna business that renews in 2012 will continue to be compensated based on the renewal

schedule in place at the time of the initial enrollment.

### **Overview of Producer Requirements to Receive Commissions**

Remember, all producers are required to complete [Aetna's 2012 certification program](#) and be properly licensed and appointed before engaging in any sales-related activities involving Aetna Individual Medicare plans.

To receive renewal commissions in 2012 for Aetna Individual Medicare plans sold in contract year 2009, 2010 or 2011, producers must be in good standing with license and appointment status and must have successfully completed our 2012 certification program by December 31, 2011.

**If you have any questions, please contact your Aetna Medicare Broker Sales Representative or call the Aetna Medicare Broker Support Unit at (888) 247-1050.**