

The Aetna logo is displayed in white lowercase letters on a blue background.

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



Focus on Aetna Funding AdvantageSM for your small group clients

Start quoting Aetna Funding Advantage today.

Aetna Funding Advantage (AFA) is changing the way small businesses think about self-funding. It provides your clients with unique opportunities for cost savings*, such as lower taxes and flexible benefit designs. Additionally, it includes financial protection that limits the risk of traditional self-funding. Aetna Funding Advantage is easy – and can impact their bottom line. It's another way you can help your clients find the right coverage for the right cost.

Virginia and Maryland organizational changes

Our focus on AFA sales had led us to make some organizational changes. We now have a field sales team dedicated to AFA sales.

This team will work with you on the following types of new case prospects:

- Any non-Aetna case with fewer than 50 benefit eligible employees interested in a **self-funded, AFA quote**. *Fully-insured ACA quotes are still available through our broker self-quoting tools and the contact continues to be Aetna's ACA New Business Unit.*
- Any non-Aetna case, 50 or fewer benefit eligible employees with a **Total Average Employee (TAE) count over 50 that will not be ACA rated**. In these situations the AFA rep will be your new sales contact for the fully-insured, non-ACA new sales quote. (Example: 25 eligible, 20 enrolling with a TAE of 75)

We are also actively recruiting two new Small Group AFA sales executives for Southern MD/DC and Southwest Virginia

Learn more by calling your Small Group Aetna representative and start quoting Aetna Funding Advantage today.

*Actual savings may vary depending on current plan type and market. These savings may be derived from ACA premium taxes and fees exemptions if moving to Aetna Funding Advantage from a fully-insured plan. Since self-insured plans are not required to meet state mandated benefits, savings are possible depending on the benefit design of the Aetna Funding Advantage Plan selected compared to your current plan.