



Exciting enhancements make now the time to sell Aetna Funding AdvantageSM

We've had great success with our newest self-insured offering, Aetna Funding Advantage (AFA)*. From the ability to quote down to 10 lives, to the savings compared with ACA premium rates, there is a lot to talk about with AFA. But we're not stopping there! We've got some exciting enhancements that make now the perfect time to take advantage of all AFA has to offer.

Top 10 reasons to sell Aetna Funding Advantage

AFA is designed specifically with your small business clients in mind. With it comes peace of mind, knowing AFA is backed by our Aetna ASO history and experience. It offers financial incentives and protection, convenience, and a range of options that help your clients control their costs, while providing their employees with the quality care they deserve.

Financial incentives and protection:

1. Opportunity for up to 25% lower costs for qualified groups (vs ACA community-based rates), with potential surplus
2. 12/60 contract** - 12 months of claims incurred and paid, followed by 48 additional months of claims processing run-off (deficit does not carry forward). Stop loss includes pharmacy claims, both aggregate and specific.
3. December 2016 new sales eligible for a 13-month contract in participating states***, renewing on 1/1/2018
4. Broker bonus for new sales and existing Aetna cases that are moved to AFA - \$50 per subscriber

Convenience:

5. [Aetna's Springboard Marketplace](#)^{®+} online enrollment and benefit administration tool for new business – free of charge
6. AFA online self quote via Illustrative Pricing Tool on [Producer World](#) – free of charge
7. EasyAppsOnline electronic Individual Medical Questionnaire for <20 enrolled subscribers via [Producer World](#) – free of charge
8. Member-based census underwriting on 20+ subscriber enrollment

Options:

9. Up to 4 different benefit plan combinations to choose from within our robust portfolio

10. Broadest national network coverage with Aetna Choice POS II, as well as additional local-focused network options, including many ACO partners

The time is now to get started with AFA

Don't waste any time – request your AFA quote today! Log into [Producer World](#) to get started.

Wondering how we stack up to our competitors? Fill out the [comparison grid](#) and see for yourself why it just makes sense to choose AFA.

Questions? We're here to help. Check out the AFA information on [Producer World](#) or contact your Aetna Representative.

*AFA Available in the following States: AZ, CO, CT, DE, FL, GA, IA, IL, KS, MA, MD, ME, MO, NC, NE, NJ, OH, OK, PA, SC, TN, TX, UT, VA, WI, WV, and WY. AFA is available: down to 6-50 lives in PA, TX, and IL; 16-50 lives in DE; 26-50 lives in NC; and 51-100 lives in CT.

**12/60 contract is available in all states, except MO.

***Participating states include: AZ, CO, DE, FL, GA, IL, MD, ME, NC, OH, PA, TX, VA, WV.

+ Springboard is available in the following states: CO, DE, FL, GA, IL, KS, MA, ME, MO, NC, NJ, OH, OK, PA, SC, TN, TX, UT, VA, WV, and WY.