



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



You're invited to an exclusive broker seminar

Join our sales leadership team for an informative presentation on unique opportunities for group businesses in Maryland, Virginia and the District of Columbia. Come to one of our seminars and learn how you can find even greater success with Aetna this year. We'll be presenting "What's next in health benefits from Aetna" and covering the following topics:

- The Aetna value story
- Aetna's value-based contracting strategy
- Update on Aetna Funding Advantage (AFA) for small businesses
 - How to increase Springboard adoption with Apple Watch
 - SMART quoting tool for AFA
 - New AFA plans effective 7/1/17
- Aetna's small group strategy for 2018
- Local market sales support and account management structure

How you sign up

You can choose from five meeting locations. To RSVP, simply select the location that you prefer and select "click here" in the registration section. Include your name, agency, phone number, and email address. Then click "send."

Seating will be limited. Don't miss out on this informative event.

Maryland

Date:	July 11, 2017
Location:	Hunt Valley Inn 245 Shawan Road Hunt Valley, MD 21031
Time:	9:30 a.m. - 10:00 a.m. Check-in/Registration 10:00 a.m. - Noon Presentation/Q&A session
Register:	To register for the seminar, simply click here . RSVP by July 7.

Date:	July 12, 2017
Location:	Hyatt Regency Chesapeake Bay 100 Heron Blvd Cambridge, MD 21613
Time:	9:30 a.m. - 10:00 a.m. Check-in/Registration 10:00 a.m. - Noon Presentation/Q&A session
Register:	To register for the seminar, simply click here . RSVP by July 7.

Date:	July 13, 2017
Location:	Sheraton Columbia Town Center 10207 Wincopin Circle Columbia, MD 21044
Time:	9:30 a.m. - 10:00 a.m. Check-in/Registration 10:00 a.m. - Noon Presentation/Q&A session
Register:	To register for the seminar, simply click here . RSVP by July 7.

Virginia

Date:	July 18, 2017
Location:	Hidden Valley Country Club 2500 Romar Rd Salem, VA 24153
Time:	9:30 a.m - 10:00 a.m. Check-in/Registration 10:00 a.m. - Noon Presentation/Q&A session
Register:	To register for the seminar, simply click here . RSVP by July 7.

Date:	July 19, 2017
Location:	The Federal Club 13030 Palmers Way Glen Allen, VA 23059
	9:30 a.m - 10:00 a.m. Check-in/Registration

Time:	10:00 a.m. - Noon Presentation/Q&A session
Register:	To register for the seminar, simply click here . RSVP by July 7.

We look forward to having you join us.