



Broker News and Updates

Keeping you informed on industry matters that impact you!



Earn More Selling Aetna Funding Advantage in Maryland

You can earn more for groups sold using IMQ's

From 11/1 through 1/1 effective dates, you can earn more per subscriber for sold Aetna Funding Advantage (AFA) groups underwritten using Individual Medical Questionnaires (IMQ's).

When you sell a Small Group (5-50) AFA case underwritten using IMQ's, you get:

1. Opportunity for group to save up to 15% on costs.
2. **\$100** per subscriber instead of the standard \$50 per subscriber AFA bonus, paid quarterly

See [this flyer](#) for details

Aetna Funding Advantage health plans are designed for small groups 5-50. They offer the benefits of self-funding, like more cost control and cost savings, with the protection and simplicity that small businesses need.

To request a quote:

Firm Rates – these are underwritten rates provided by Aetna, you will need to provide us the following:

- a. Cover sheet completed (we will provide to you upon request)
- b. Member-Level Census (Excel) with home ZIP codes for employees and dependents
- c. Individual Medical Questionnaires (IMQ's) completed. (we can provide to you)

Please let us know if you would like a quote prepared for you by emailing us at MTDQuoting@cbiz.com. If you need it for a previously run quote, please provide us the Group Name/Quote#.