



Official Health Insurance
Company of the
Washington Redskins

Our Sales and Service Team is Growing

In an effort to best support the Broker Community, we have expanded our Innovation Health Sales & Service team. Our goal is to improve our service levels to better serve you.

We are pleased to announce the following:

- **Julie Odenwaldt** has joined our sales team as a Senior Sales Executive. She will be focused on new business opportunities in the 51-300 eligible employee space and brings 28 years of experience in the broker community within the Northern Virginia area.
- **Theresa Waldron** is transitioning from Middle Market to Small Group in anticipation of the Innovation Health Funding Advantage (IHFA) sales volume in this market. She will work in tandem with **Samantha Burke** on new business opportunities for 5-50 eligible employees. Over the next several weeks, Theresa and Sam will be reaching out to you.
- **Sue Yenyo**, Senior Sales Executive, remains focused on new business opportunities in the 300-3,000 market segment.

Name	Email	Phone
Julie Odenwaldt	odenwaldtj@aetna.com	571-765-0089
Theresa Waldron	waldront@aetna.com	571-835-0779
Samantha Burke	burkes3@aetna.com	804-393-3125
Sue Yenyo	yenyos@aetna.com	703-489-8395

Also, don't forget to register for one of our below training dates:

For Producers - Tuesday, September 12th, 2017 (two sessions available)

- [10:00 AM - 12:00 PM \(ET\)](#)

- [1:00 PM - 3:00 PM \(ET\)](#)

For Account Managers - Thursday, September 14th, 2017 (one session available)

- [10:00 AM - 12:00 PM \(ET\)](#)