

2009 Commission Rates for Aetna Individual Medicare Plans

As a reminder, the 2009 commission rates for Aetna Individual Medicare Advantage Plans are now available. These rates were revised last week because of new guidance by the Centers for Medicare & Medicaid Services (CMS). Please access Producer World to view our final [2009 Producer Commissions Schedule](#).

Please note, the commission rates below apply to any enrollment already made during the 2009 Annual Election Period (11/15/08 to 12/31/08), as well as any future enrollments for the 2009 plan year with a 2009 effective date. All enrollments for the 2009 plan year are still deemed to be "renewal plans" that will be paid as the first year of the five-year renewal schedule.

2009 DIRECT PRODUCER COMPENSATION						
Region	HMO/PPO		PFFS		PDP	
	New Business	Renewal*	New Business	Renewal*	New Business	Renewal*
Northeast (except CT, N. NJ)	\$400	\$200	\$350	\$175	\$50	\$25
Mid-Atlantic (except PA, S. NJ, DC)	\$400	\$200	\$350	\$175	\$50	\$25
Southeast	\$400	\$200	\$400	\$200	\$50	\$25
North Central	\$400	\$200	\$400	\$200	\$50	\$25
Southwest	\$400	\$200	\$250	\$125	\$50	\$25
West (except CA)	\$400	\$200	\$350	\$175	\$50	\$25
2009 DIRECT PRODUCER COMPENSATION: STATE VARIATIONS						
State	HMO/PPO		PFFS		PDP	
	New Business	Renewal*	New Business	Renewal*	New Business	Renewal*
Connecticut	\$450	\$225	\$350	\$175	\$50	\$25
New Jersey	\$450	\$225	\$350	\$175	\$50	\$25
District of Columbia	\$450	\$225	\$350	\$175	\$50	\$25
Pennsylvania	\$450	\$225	\$350	\$175	\$50	\$25
California	\$500	\$250	\$350	\$175	\$50	\$25

* For 2009 business that renews during subsequent Annual Enrollment Periods.

On January 11th, please access the [Aetna Medicare Resource Center](#) for quick up-to-date commission payment information.

Important Commission Payment Information

As a result of these CMS changes, our commission payment schedule has been modified. We will begin processing all applications received and will mail commission checks in two waves.

- The first wave of the commission checks will be mailed on 1/6/09.
- The second wave of commission checks will be mailed on 01/13/09.

Commission Questions? Please allow for both waves of commission checks to be mailed

and received before calling our Broker Service Representatives. Beginning Monday, January 19, they will be available to answer your questions about commissions.

We're Here to Help You Sell!

Our Broker Sales Support team is ready to help you. Call: 1-888-54 AETNA (1-888-542-3862). Broker Support Representatives are available Monday-Friday from 8am-6pm EST, MST, CST, or 8am-5pm PST.

Thank You for Your Business!

[Producer World®](#)

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