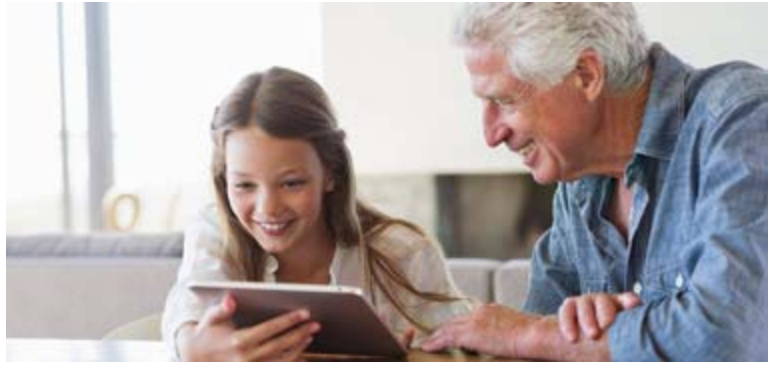


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AETNA INDIVIDUAL MEDICARE

Aetna Announces Lifetime Renewals on Medicare Advantage and PDP policies

[Review commission payment dates on Producer World](#)

Effective immediately, Aetna will pay producers lifetime renewal commission for Aetna Individual Medicare Advantage and PDP policies.

Aetna currently pays commission based on the 6-year compensation cycle outlined by CMS. Going forward, renewal commission will be paid after the 6-year cycle ends, for as long as the member remains continuously enrolled in their original Aetna MA or PDP product.

To qualify for your renewal payment, you must continue to be listed as the "broker of record" on the policy and you must pass [Aetna's annual broker certification training](#).

Watch for details about our new and improved 2013 broker certification process coming soon!

And in case you missed our other commissions-related announcement... Producer commission payments are now issued weekly rather than bi-weekly!

Click [here](#) to review the recent announcement. Please see our [2012 Individual Medicare Compensation Payment Schedule](#) on Producer World for future commission payment dates.

As always, we appreciate your business and value the commitment and service you provide to Aetna Medicare members.

If you have any questions, please contact your Aetna Medicare Broker Sales Representative or call the Aetna Medicare Broker Support Unit at (888) 247-1050.

Not for distribution to Medicare beneficiaries. Producers must be licensed in the applicable state, appointed by Aetna, and certified under the Producer Certificate Program prior to engaging in the sale of Aetna products. Health insurance plans are offered by Aetna Health Inc., Aetna Health of California Inc., and/or Aetna Life Insurance Company (Aetna). For more information on Aetna products, refer to www.Aetna.com. 6/12.

To opt out of emails about Aetna Individual Medicare plans, please click [here](#).

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