

2018 Small Group 1-100 broker compensation in California

Aetna Medical products

Help your customers choose the right balance of cost and coverage. For agents, brokers and consultants selling to employer groups with 1-100 employees.

Commission highlights

Aetna Group Medical

Number of eligible employees enrolled	Commission
1-100	5%
Once annualized premium reaches \$1,000,000 and above, per case	1%

Commission question?

Send it to **BrokerComm@aetna.com**.

Brokers can directly e-mail the Aetna Producer Compensation Unit with questions or issues concerning commissions.

All your e-mail needs to include is:

- Customer, group or control number
- Your question
- Your name, Social Security number or National Producer Number (NPN) (if appointed with Aetna as an individual)
- Your name, agency name and tax ID (if appointed with Aetna as a firm)

For more information about Aetna's products, plans, and licensing and appointment procedures, visit **www.aetna.com** and select "Producers." While there, you can register with Aetna's Producer World® online service center, developed to meet the informational needs of our producers and general agents.

Aetna is the brand name used for products and services provided by one or more of the Aetna group of subsidiary companies, including Aetna Life Insurance Company, Aetna Health, Inc., Aetna Health of California Inc., and their affiliates (Aetna).

This material is intended for brokers only. The group commission schedules apply to new sales with effective dates on or after January 1, 2018. This schedule supersedes any prior group commissions. Commission scales reflect applicable regulatory requirements and may be subject to regulatory approval. Information is believed to be accurate as of the production date; however, it is subject to change.

