



Aetna Senior Supplemental Insurance

THE Beat

your weekly eBulletin

We've updated our Producer Guide

When it comes to selling for Aetna Senior Supplemental Insurance, our Producer Guide is your go-to resource. We've made a few updates just in time for AEP.

- Updated contracting quick reference guide
- New licensing and appointment guide for uplines
- Medicare Beneficiary Identifier (MBI) requirement
- Initial draft date guidelines
- CVS in-store payment information
- ...and more!

[View updated Producer Guide](#)

Be sure to review the Producer Guide this week before the start of AEP. Happy selling!

Virtual town hall on Tuesday, October 11

Join us for our next virtual town hall on **Tuesday, October 11 at 12 PM CT.**

You'll hear from Aetna Senior Supplemental **President Ty Wooldridge** about the direction of our business for 2023 and his insights for what's ahead in the Medicare industry during the next few years.

Additional topics we'll cover include:

- Why choose Aetna - what sets us apart
- Enhancements to Aetna Quote & Enroll E-App
- Tips and tools to streamline your business



Industry expert Jamie Sarno will also share ways to grow your business by cross-selling our Hospital Indemnity Flex plans with a Medicare Advantage plan, which can provide a unique plan of protection for your clients.

You'll also have the chance to participate in our question-and-answer session.

[Sign up for Town Hall](#)

Review the list of medications before submitting apps



Your applicant may not know about a declinable condition listed on their application. But, their prescribed medication may indicate they have a declinable condition.

Important: Some medications can be prescribed for multiple conditions. If your applicant is prescribed a medication that has multiple uses, you must provide the condition the medication is prescribed to treat.

Also, don't leave the list of medications blank on the application. **If the applicant doesn't take any medications, list "none."**

We offer a list of commonly prescribed medications for declinable conditions to help you when you're completing applications.

[Review drug list](#)

It's easy to track the status of your apps and submit trailing docs

You can view the status of your applications with our enrollment tracker, which also

includes reports about closed/declined applications, downloadable lists with not-in-good-order (NIGO) information, and a **messaging feature to upload any trailing documents**.

[View enrollment tracker](#)

upcoming webinars

Do you want to expand your portfolio of senior solutions and discover our easy-to-use online tools? Join one of our upcoming webinars:

Webinar topic

Date and time

Cancer and Heart Attack or Stroke Plus

Wednesday, October 12 at 11 AM CT

Agent website

Thursday, October 13 at 1 PM CT

[View all upcoming live webinars](#)

And if these times don't work for your schedule, we have good news! We also offer **on-demand webinar videos** for you to watch at your convenience.

Use the links below for quick access to our tools:

[View our plans](#) | [Aetna Quote & Enroll](#) | [Track your app](#)

* Aetna Senior Supplemental Insurance includes products underwritten by: Accendo Insurance Company (ACC), part of the CVS Health® family of companies and Aetna affiliate; Aetna Health and Life Insurance Company (AHLIC); Aetna Health Insurance Company (AHIC), American Continental Insurance Company (ACI); Continental Life Insurance Company of Brentwood, Tennessee (CLI).

For agent use only. Not for public use or distribution.

Help/Contact us:

If you have any questions, you can reply to this email to contact our Agent Services team.

You are receiving this because you have chosen to receive communications from Aetna Senior Supplemental Insurance. If you no longer wish to receive any emails from us, you may **unsubscribe** at any time. By unsubscribing, you will not receive any future emails from Aetna Senior Supplemental Insurance.

[Privacy Statement](#) | **[Terms of Use](#)** | **[Privacy Information](#)**

©2022 Aetna Inc.