



Broker Newsletter | June 2024



1. The 2025 Individual Medicare producer certification for MA/MAPD & PDP launches on Thursday, June 27. Plan to visit AetnaMedicareProducerCertification.com starting on June 27. [Learn more.](#)

2. Get tips on talking to clients about dental, vision & hearing benefits

- [Check out the Compliance Connection newsletter, May edition.](#)

3. Reminder: HRA fees ended June 1

Due to changing industry dynamics, we no longer offer administrative fee payments for completing the health risk assessment (HRA) survey with your clients. This change applies for all enrollments (MA, MAPD, D-SNP) submitted on and after June 1, 2024, for effective dates of July 1, 2024, and beyond.

- **The HRA option no longer appears in any digital enrollment tools, including Think Agent, as of June 1.**

Successful Sales Solutions

A video podcast series for Aetna Medicare sales partners



4. Listen and learn! New podcast episodes

On Successful Sales Solutions, we speak to thought leaders and subject matter experts about the latest trends, selling strategies, and other info to help you take your business to the next level. Get started with this episode:

[Watch now: High Value Providers episode.](#)

5. Self-service tools on Producer World

Did you know Producer World offers a number of self-service tools you can use to help your clients? For example, you can assist members with ordering ID cards and even submit inquiries to Member Services on a member's behalf. Other time-saving options are also available.



6. Year-round training opportunities: Sharpen your skills

Want to take your business to the next level? We offer a variety of locally tailored broker training events throughout the year on topics designed to help you grow.

- Visit www.AetnaMedicareAgentTraining.com and find trainings for your state.



We're here to help

We appreciate your partnership! To learn more about Aetna Medicare plans in your area, reach out to your local **Aetna Medicare Broker Manager**.

For general questions or support, contact Aetna Medicare Broker Services at 1-866-714-9301 or brokersupport@aetna.com.

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