



Quality health plans & benefits
Healthier living
Financial well-being
Intelligent solutions



Refer your clients to enroll in an Aetna or Coventry Individual Medicare plan and earn a referral fee

We offer an easy and exciting referral program for writing agents who wish to refer clients to enroll in an Aetna or Coventry Individual Medicare plan (MA/MAPD, PDP). Through this program, agents can earn a one-time referral fee for each referred client who enrolls.

How to grow your business through referrals:

As long as you're contracted with Aetna, you can refer prospects to enroll using one of our CMS-approved referral flyers. There is no need to complete the annual certification training.

Of course, if you're "ready to sell" Aetna's 2017 Individual Medicare plans, you're also able to submit referrals.

Not contracted yet?

1. Submit contracting online through the nomoreforms™ system. Contact your upline to request a contracting package code.
2. Once you have a contracting package code, access nomoreforms at https://www.ainsight.com/nomoreforms/logon?type=client_nonins&clientCode=CNTY to submit your contract.
3. As a standard part of our contracting process:
 - We'll conduct a background check after you submit your contracting paperwork.
 - You must have a valid producer's license in the state where you wish to refer business.
 - You must sign and submit the downloadable Electronic Fund Transfer form (EFT) to set up referral fee payment.
4. You'll receive an email confirmation once your contract is approved.

How to refer prospects

Once your contracting is approved, you can use 2017 CMS-approved referral flyers to refer clients to enroll in an Aetna or Coventry Individual Medicare plan (MA/MAPD, PDP). The flyers contain a designated toll-free phone number that prospects must call for help selecting a plan and to enroll.

There are two referral flyers: one for MA/MAPD and one for PDP. You can access both versions on [Producer World](#).

How you get credit for a referral

Add your name, National Producer Number (NPN) and Coventry Agent Writing Number (AWN) to the flyer before giving it to prospects.

To receive referral credit, prospects must call the designated referral phone number shown on the referral flyer to enroll, and they must provide your name, NPN and AWN to the customer representative.

Note: We'll pay referral fees for enrollments effective January 1, 2017, starting in April following the CMS rapid disenrollment period.

Questions?

If you have any questions or need assistance with the referral program, please contact the Aetna Medicare Broker Services Department at **1-866-714-9301** or brokersupport@aetna.com.

Producers must be ready to sell—which means licensed in the applicable state, appointed by Aetna, certified and contracted—prior to engaging in the sale of Aetna or Coventry products. This communication is intended for use by brokers only and is not intended for distribution to Medicare beneficiaries. Any publication or distribution of this communication to unauthorized recipients without Aetna's approval is prohibited.