

# Aetna Individual Medical VA/MD/DC/PA/DE Commission Schedule

For Medical and Dental Sales  
to Individuals and Families

## Commission Question?

Send it to [BrokerComm@aetna.com](mailto:BrokerComm@aetna.com).

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



## Commission Question?

**All your e-mail needs to include is:**

- Member ID, Name and Social Security number;
- Your question;
- Your name and Social Security number (if appointed with Aetna Inc. as individual); and
- Your name, agency name and tax ID (if appointed with Aetna Inc. as a firm).

**We also have a dedicated Sales Support Center to assist you. Please direct inquiries to:**

**AETNA SALES SUPPORT CENTER  
2201 Renaissance Blvd.  
King of Prussia, PA 19406  
1-888-54-AETNA**

**For more information about Aetna's products, plans, licensing and appointment information, visit the Aetna Producer website available through Aetna's homepage at [www.aetna.com](http://www.aetna.com).** While there, you can register with Aetna's Producer World, an exciting online service center developed to meet the informational needs of our producers and general agents.

### VA/MD/DC/PA/DE INDIVIDUAL ADVANTAGE MEDICAL AND DENTAL

Base Rate	Commission Percentage
■ Rate Level A	■ 15% first year, 4.5% subsequent years
■ Rate Level B	■ 12% first year, 3.5% subsequent years
■ Rate Level C	■ 10% first year, 3% subsequent years

**The Aetna Advantage Plans for Individuals and Families are offered by Aetna Health Inc. and by Aetna Life Insurance Company directly and also through an out-of-state blanket trust.**

Individual Advantage commissions are determined by applying the commission rates applicable to the underwriting rate level to the total monthly premium received by Aetna (including Dental.) Agent/broker of record changes on existing business will not be recognized and only one broker will be recognized to receive commissions on an application. This supersedes any related provisions contained within the Aetna standard producer agreement as well as in any prior Producer Agreements. Commission scales reflect applicable regulatory requirements and may be subject to regulatory approval.