

# Broker Briefing

Turning promise into practice™

Aetna Small Group Sales – Colorado

July 29, 2003

## Aetna Introduces New Dual Options for Small Groups in Colorado

At Aetna Small Group, we're finding new ways of helping small businesses offer more benefit choices, flexibility and affordability to their employees. As a part of these efforts, ***we are introducing several new dual options within our Small Group product portfolio in Colorado!***

With the dual options, your Colorado Small Group clients with 10-50 eligible employees can offer more than one Aetna Small Group PPO medical plan option to their employees. Possible plan combinations are noted below:

	PPO Option 1 90/70	PPO Option 2 90/60	PPO Option 3 80/60	PPO Option 4 80/60	PPO Option 5 80/60	PPO Option 6 80/50	PPO Option 7 80/50
PPO Option 1 90/70		X	X	X	X	X	X
PPO Option 2 90/60	X		X	X	X	X	X
PPO Option 3 80/60	X	X				X	X
PPO Option 4 80/60	X	X				X	X
PPO Option 5 80/60	X	X				X	X
PPO Option 6 80/50	X	X	X	X	X		
PPO Option 7 80/50	X	X	X	X	X		

To learn more these options, contact your local Aetna Sales Manager, **Lisa Wright-Schmidt** at 720-851-1521 or **WrightL2@aetna.com** or your local General Agent. You can also contact your Aetna Small Group Sales Support Center at 1-888-380-7821.

***DON'T FORGET!*** For medical insurance business in Colorado, a new commission scale will be applied as of **September 1, 2003**.

Annual Premium Level  
\$1 - \$1,000,000

Commission Percentage  
6%

This commission schedule applies to full-risk, first year and renewal premiums. The new structure applies to both new and existing business.