



BrokerAlert

Individual & Small Group Business (2-50 eligible employees)

Mid-Atlantic Small Group

March 29, 2004

Great News! You can now Quote Out-of-Region PPO Plans using the Online quoting tool Health Connect



Improved turnaround time and fewer hassles! You no longer need to e-mail your Request for Quotes to the Aetna Underwriting Team for Out-of-Region PPO Plans.

Brokers can now quote out-of-region PPO business in just minutes. You can access real time, competitive rates by logging onto the Health Connect System. Health Connect can be accessed by logging onto www.healthconnectsystems.com or through the Small Group rating area on Producer World at www.aetna.com

Employees that do not live **OR** work in Maryland, Virginia and District of Columbia can select one of three Out-Of-State PPO Plans to be rated on the Health Connect tool. Remember that these rates are now on a tabular structure and rated by rating area.

In order to obtain these rates through the Health Connect tool, simply enter the out-of-state zip code on the employee census page. The tool will recognize the zip code and display a message prompting you to later select an Out-Of-State plan.

As an exception to the rating policy, Maryland groups with Pennsylvania employees who both live **AND** work in Pennsylvania may elect to have a PA HMO plan design that mirrors the Maryland HMO plan chosen by the group. To obtain rates forward the completed Health Connect proposal to Capitalnewbusinessraters@aetna.com indicating that a PA HMO quote is needed.

Aetna Small Group is dedicated to making it easier for our brokers to conduct business and sell products. We are committed to implementing products, services and policies that meet the changing needs of the market. This new online tool is designed to help you quickly complete a sale and service your clients in a timely manner.

Please continue to check out our Producer World web site for updates throughout the year. **If you have any questions regarding this information, please contact our Sales Support team at 1-877-28-AETNA (23862).**

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