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INDIVIDUAL MEDICARE NEWS (MA/MAPD, PDP): August 07, 2017

2018 market-specific training is here. Sign up today!

Make sure you attend a 2018 market-specific training for all states and markets where you plan to sell this Annual Election Period. At these trainings, you'll learn details about our 2018 plan benefits*, our provider and pharmacy networks, competitive advantages, agent tools and more.



Visit AetnaMedicareAgentTraining.com to view available training sessions and register online. We look forward to seeing you at a training!



Don't forget—Get a first look at our 2018 plans

You can now get a sneak peek at our 2018 Medicare Advantage plans. You'll find our [2018 First Look document](#) on Producer World under the product tab. If you need access, go to the link above and click "Register Now."

IMPORTANT: Aetna's First Look document is for producer-use only. It's confidential and proprietary. Distribution to consumers, other insurers, or any other person or company is strictly prohibited and may be grounds for termination of your agreement with Aetna.

**Information in our 2018 First Look, including 2018 plan designs and service areas, is pending government approval and is therefore subject to change.*

[Make sure you follow these rules when using the 2018 First Look document!](#)



Get a first look at Innovation Health 2018 plans

We're excited to launch our first joint venture in Northern Virginia, Innovation Health. These plans will help offer more value to your clients.

To get a first look at Innovation Health's 2018 Medicare Advantage plans, go to [Producer World](#) and select the product tab. Then click on "VA, Innovation Health" in the 2018 First Look list.



Get certified to sell our 2018 Individual Medicare plans

You can now [complete your 2018 certification](#) for Aetna and Coventry Individual Medicare products (MA/MAPD, PDP). It's one of the requirements you'll need to complete to sell our 2018 products. [Click here to find out more.](#)

Don't forget! To become "ready to sell" our 2018 plans and receive commissions, you'll need to complete several requirements prior to marketing or selling. [Click here for the details.](#)

We're here to help you!

If you have any questions, just contact your local Aetna Medicare Broker Manager. Or you can contact the [Aetna Medicare Broker Services Department](#) at 1-866-714-9301, 8 am to 8pm ET.

Quick links to key resources

[Newsletter, July 27: 2018 CMS MMG + new Producer Guide + 2018 market-specific training](#)

[Newsletter, July 20: First Look at 2018 products! 2018 certification + JIT appointment](#)

[Newsletter, July 11: 2018 Certification is LIVE + Star Ratings and diabetes + JIT appointment](#)

[Producer World](#)

[The Coventry Broker Portal](#)

[Aetna Medicare Agent Training website](#)

[Aetna Medicare Producer Guide](#)

[Aetna Medicare certification website](#)
