



Small Group Important Business Updates

Small group news and updates

New business submission deadlines through December 1, 2022 effective dates

You can help your case submissions go smoothly the rest of the year. Just keep these deadlines in mind.

Effective date	IMQ Elite submitted	Underwritten quote submitted	Sales notice submitted	All required documents submitted
September 1	8/15/2022	8/22/2022	9/1/2022	9/8/2022
October 1	9/15/2022	9/20/2022	10/3/2022	10/7/2022
November 1	10/17/2022	10/20/2022	11/1/2022	11/7/2022
December 1	11/16/2022	11/21/2022	12/1/2022	12/7/2022
January 1	12/15/2022	12/20/2022	1/3/2023	1/9/2023

Need to brush up on the small group Aetna Funding AdvantageSM process?

[Get quoting resources](#)

Making your life easier with a tool kit

We know the rest of your year is looking busy. Now, you can get many of the key resources to learning and selling our Aetna Funding Advantage portfolio all in one spot.

You can:

- Take a peek at the **key updates** we've made
- Get a quick refresher on **value-added programs**
- Double-check the **quoting process**
- Reference the **underwriting guidelines**

This tool kit could be the key to your best selling season yet.

Get selling

Savings now, surplus later — extended through January 2023

Your Aetna Funding Advantage new business clients with 10–100 employees can continue to get an admin fee credit, guaranteed surplus and 7% cost increase cap* through January 1, 2023, effective dates, where available.

Visit the Producer World® platform to see what surplus and credits employers can get in your state.

Find out how

Attain® program update — expanding to Android™ devices and engaging members

The Attain app is now available for both Apple® and Android™ devices. This can help more employees on their health journey than ever before. To get a jumpstart, Attain is launching its third annual Attain Games for all users. From August 21 through 27, Kristi Yamaguchi, a world-champion figure skater, will cheer on users as they challenge themselves.

Make sure your clients get their employees enrolled today so they can take part in other exciting challenges and events.

Learn about Attain games

Learn about Attain for Android

2022 Excellence Broker Program — strive for high performance

You play an important role in our mission to keep workforces healthy by helping and educating your clients. To reward your support, the Excellence Broker Program helps you **sell more and earn more**.

About the program:

- It applies to new and renewed business with effective dates of January 1, 2022, through December 31, 2022.
- It includes Aetna Funding Advantage cases with 2–100 eligible subscribers and 51-100 fully insured cases.
- Qualifying brokers are eligible for additional credits for dental or vision subscribers sold or renewed along with Aetna® medical plans.

Ask your Aetna representative how you can start earning credits

Key plan sponsor information maintenance

Make the end of the year easy for yourself and your clients. You may know that we take care of 1095-B forms for your clients that have fewer than 50 enrolled employees.

To make sure it goes smoothly, you can update your clients' Employer Identification Number (EIN) or legal name if either of have changed this year.

You submit these changes to the Aetna Answer® team.

[Get in touch](#)

Aetna Dental® plans are changing to better serve your customers

As we update our dental portfolios, some dental plans are going away. Customers on those plans will be given a proposal for the next closest plan at their next renewal date. It will also have different dental plan and other options to select.

We'll let your impacted customers know as they approach renewal.

If you have questions, contact your Aetna representative.

Helpful Links

[Portfolio updates](#)

[AFA plan grids](#)

[New quote cover sheet](#)

*Discount programs are subject to various eligibility requirements, terms and conditions. Eligibility is limited to new groups and may vary depending on group size. Discounts may be subject to renewal and apply to the succeeding plan year. The offer is provided at the sole discretion of Aetna® and can be terminated or modified by Aetna at any time and without notice. Any subsequent program is at the discretion of Aetna.

Aetna is the brand name used for products and services provided by one or more of the Aetna group of companies, including Aetna Life Insurance Company and its affiliates (Aetna).

Aetna Funding AdvantageSM plans are self-insured by the employer and administered by Aetna Life Insurance Company. Stop loss insurance coverage is offered by Aetna Life Insurance Company.

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