



Employer's Statement of Understanding

This form must be completed when 50% of employees enroll in any one Aetna Small Group medical plan with a \$1,000 deductible or higher, excluding HMO Deductible and MC HRA HDHP plan.

Date of Application: _____

Name of Employer Group: _____

This employer group represents that no portion of the employee's deductible will be funded by the employer outside of a federally-qualified Health Retirement Account (HRA) or Health Savings Account (HSA), whether in a wrap-around, addition or companion capacity, including a partially self-funded Section 105 wrap around, now or in the future.

Signature of Company Officer

Date

Print Name

Title

Signature of Producer

Date

Print Name

Title

Policy Regarding Commission for Small Group (2-50) Products When Sold with Wrap Arrangements:

In recent years, the frequency of an employer self-funding all or a portion of employee deductibles has increased. The practice of providing additional funding or coverage for health expenses is commonly known as “wrap-around.” These “wrap-around” products lower member deductibles and may impact utilization trends expected from these products.

Aetna has developed two plan designs to be sold in conjunction with a “wrap-around” product:

1. HMO Deductible
2. MC HRA HDHP \$3000

The process to verify if an employer will not offer a “wrap-around” product in connection with Aetna’s high deductible plans begins with the question listed under Section 2, Letter B on the Employer Application.

For employers with 50% or more of employees enrolling in an Aetna plan with a \$1,000 deductible or higher, Aetna will require both the employer and broker to sign a document indicating the employer is not funding all or a portion of the member’s deductible outside of an HRA or HSA account (see attached).

If Aetna determines this information was not accurately reported, the producer may be subject to losing his/her appointment with Aetna and forgoing future commissions. By signing the Producer Agreement, producers agree to comply with Aetna rules regarding the submission of applications and to use best efforts to ensure applications are correct. A producer may be terminated for cause if there is a material "default" or "substantial breach" of the terms of the Producer Agreement.

Visit the link below to read and review Aetna’s *Producer Agreement*:

http://www.aetna.com/producer/data/SGAA_Kit/producer_agreement.pdf

This policy does not apply to employees or employers contributing to Aetna’s Health Reimbursement Account (HRA), Health Savings Account (HSA) or Flexible Spending Account (FSA) as permitted under federal tax law. It applies to all new business applications submitted to Aetna Small Group with an April 2009 or later effective date and does not impact groups that enrolled with Aetna prior to April 2009 unless the group is making plan changes at renewal.

We want you to know®



Licenses and appointments may expire over time. It is the responsibility of the producer to renew their license and fax a copy to Houston Licensing and Appointment Administration Unit (LAAU). Aetna, Inc. will renew appointments as long as the producer is active and a current license is on file.

Aetna is the brand name used for products and services provided by one or more of the Aetna group of subsidiary companies. Those companies include: Aetna Health of California Inc., Aetna Dental of California, Inc. and Aetna Life Insurance Company.