

# Aetna® small group\* cross sell

## Specialty products for cross-sell in small group

### Aetna Dental®

- 421,000 total providers in all locations of our Dental Preferred Provider Network
- 123,000 total providers in all locations of our Dental Maintenance Organization plan (industry largest)\*
- Discounts for our members and a variety of affordable plan options to choose from

### Aetna Vision<sup>SM</sup>

- Over 120,000 total providers at all locations
- Coverage for eye exams and eyewear materials
- Digital tools designed to increase engagement and cost transparency

### Cross-sell differentiators

- Dedicated sales and account managers to address client needs across products
- Members access medical and dental claims on one platform
- Discount on medical plan costs when employers also buy dental and vision plans.\*\*\* See the details in the table below.

### Funding arrangement:

Aetna Funding Advantage<sup>SM</sup>  
2-100 or fully insured 51-100.

### Client eligibility:

Eligibility is limited to groups adding a dental or dental and vision plan for the first time at time of new sale or annual renewal.

### Availability

States where 51-100 Fully Insured\*\* or small group Aetna Funding Advantage is available

### Effective dates:

Starting 12/1/2022

### Visit Producer World® to request a quote.

Talk to your Aetna representative to learn more

	Aetna Funding Advantage		Fully Insured
Group size	2-50 employees	51-100 employees	51-100 employees
Group buys medical + dental	\$200 credit per enrolled	2% off the medical plan cost	2% off the medical and dental plan cost†
Group buys medical + dental + vision	\$225 credit per enrolled	2.5% off the medical plan cost	2.5% off the medical and dental plan cost†

\*Aetna Funding Advantage is available for 2-50 in AZ, FL, IA, ID, Southern IL, KS, MD, MN, MO, NE, OK, TX, UT, VA, WI and WY. 10-50 in NV. 11-50 in ME. 2-100 in GA, Northern IL, LA, MA, MI, MS, NJ, OH, PA, SC, TN and WV. 5-100 in CO, CT, DE and KY. 10-100 in CA and RI. 20-100 in NC.

DMO is not available in the following states: AK, AL, AR, LA, ME, MS, MT, ND, NH, PR, SC, SD, VT and WY.

\*\*Program may not be available for Fully Insured 51-100 in all states, contact your rep for more details.

\*\*\*Eligibility is limited to groups adding a dental or dental and vision plan for the first time at time of new sale or annual renewal. The Dental and Dental/Vision discount is provided at the sole discretion of Aetna® and can be terminated or modified by Aetna at any time and without notice. Availability varies by state. Consult your Aetna representative for more details.

†For renewing groups adding dental or dental and vision for the first time, the percent discount only applies to the medical plan cost, not the newly added ancillary plan.

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 Advantage<sup>SM</sup> plans are self-insured by the employer and administered by Aetna Life Insurance Company.