

AFA Down to 2 in Ohio

Broker fact sheet

Expanding AFA

Your smallest clients in Ohio now have more options to consider. We have expanded Aetna Funding Advantage (AFA) to ERISA customers with down to 2 enrolled employees in Ohio.

Timing & Deadlines

You can now quote ERISA groups with 2 to 4 enrolled employees. Below are our deadlines:

- Quoting deadline: all underwritten quote requests must be submitted by the 10th of the month prior to the effective date.
- Sales notification: Sales notice must be submitted by 20th of the month prior to the effective date.
- Complete submission: All requirements must be completed by the 24th of the month prior to the effective date.

Requirements

A complete submission for AFA includes a signed proposal with selected plan circled and:

- AFA Employer Application
- Springboard Template
- Prior Carrier Bill
- Stop Loss Insurance Application
- NY State Health Care Reform Act (HCRA) Form
- Banking Consent Form
- Latest Quarterly Wage and Tax Statement signed by owner

Guidelines

Groups with 2 to 4 enrolled employees have a few different business and underwriting guidelines than groups with 5 or more employees, including:

- Participation guidelines to qualify for AFA:

2 Eligible	3 eligible	4 eligible
2 must enroll	3 must enroll	Minimum of 3 must enroll

5 eligible	6 eligible	7 eligible	8 eligible
Minimum of 4 must enroll	Minimum of 4 must enroll	Minimum of 4 must enroll	Minimum of 4 must enroll

- Allowed to offer one plan (employees will have one plan to choose from)
- No Aetna Health Information Advantage (AHIA) reporting
- Must provide complete, unaltered Quarterly Wage & Tax Statement and most current ownership tax documents (i.e. Schedule K-1, Schedule C, etc.) if owner/officer/partner not listed on Quarterly Wage & Tax Statement
- Groups with only 2 enrolled employees, must have at least one common law/W-2 employee who is not an owner or spouse of an owner
- No direct cases (must have broker assigned)
- Set broker fee at \$30 PEPM in Ohio

Underwriting Guidelines:

Please contact your Aetna Representative for detailed AFA guidelines for groups with 2 to 4 enrolled employees. Groups must satisfy all underwriting criteria.

Aetna is the brand name used for products and services provided by one or more of the Aetna group of subsidiary companies, including Aetna Life Insurance Company and its affiliates (Aetna). Aetna Funding Advantage (AFA) plans are self-funded, meaning the benefits coverage is offered by the employer. Aetna Life Insurance Company only provides administrative services and offers stop loss insurance coverage to the employer.

