



# Aetna VBE means more AEP cash for you



Aetna's [value-based enrollment \(VBE\)](#) option is an easy way to earn more money this AEP. For each new Aetna Medicare Advantage enrollment, you have an opportunity to earn an additional \$70.

## It's easy

When you're enrolling a new member, be sure to enroll them either electronically through the Ascend Virtual Sales Office app or telephonically through the RATE tool, so you can activate the VBE option.

- Select the "Agent Completed" option to complete a health-related survey immediately with your client and earn a \$70 service fee payment. The survey takes about 15-20 minutes to complete.
- Or choose "Schedule a Callback" to earn a \$10 service fee payment. With this option, a wellness advocate will call your client to complete the survey at a time that's convenient for them.

## DONE... You just earned extra

And your clients will be on their way to getting the most out of Aetna's total, connected approach to health and wellness.



Ready to start earning more? Contact your broker manager or call us at [1-844-695-5179](tel:1-844-695-5179) for help getting started with VBE.

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We are located at 151 Farmington Avenue, Hartford, CT 06156.

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