



Aetna Funding Advantage

Save on health benefits for your organization. Request a quote from TN Chambers Health, presented by the Tennessee Chamber of Commerce and Industry and Aetna. These unique benefits include:

- \$144 per employee average annual discount for each eligible employee that enrolls in an AFA plan (*the discount is applied to the administrative fee*)
- Multiple network and plan offerings for additional savings
- Potential to get money back when claims are lower than expected
- Digital administration and enrollment platform
- Additional wellness benefits including the Attain by AetnaSM app, free fitness classes by Peerfit, and more

Requirements:

- Must have 2-100 full-time eligible employees
- Must be a member of the Alliance for Better Nonprofits

To request a quote, ask your broker about TN Chambers Health with Aetna Funding Advantage.

Learn more at www.discoveraetna.com/afa. Click on “Request a quote” and be sure to select **TN Chambers Health** as the affinity organization.

Aetna Funding Advantage for TN Chambers Health



How Aetna Funding Advantage works

MONTHLY PAYMENT
Customer pays one amount each month with no extended liability upon termination.

MEDICAL COSTS
Aetna uses claims funding to pay company medical costs. If costs are higher than anticipated, stop loss covers them.

RENEWAL SURPLUS
Upon renewal, if costs are lower than anticipated, the customer receives money back.

Exclusive discount for TN Chambers Health member companies

\$144 per enrolled

Average annual discount per enrolled employee off the cost of Aetna Funding Advantage*

*Discount applied to administrative fee

Ex: \$1,440
annual savings off costs of Aetna Funding Advantage plan for the average Chamber business with 10 enrolled employees

Discount available to active member companies of any local Tennessee chamber through Tennessee Chambers Health, including members of the Alliance for Better Nonprofits.



Strong national and local network presence

primary care doctors	specialists	hospitals	urgent care centers and walk-in clinics
VHAN Network			
1,800+	6,000+	32	75+
Aetna Statewide Network			
5,647	10,407	163	160

Why Aetna Funding Advantage for small businesses in Tennessee

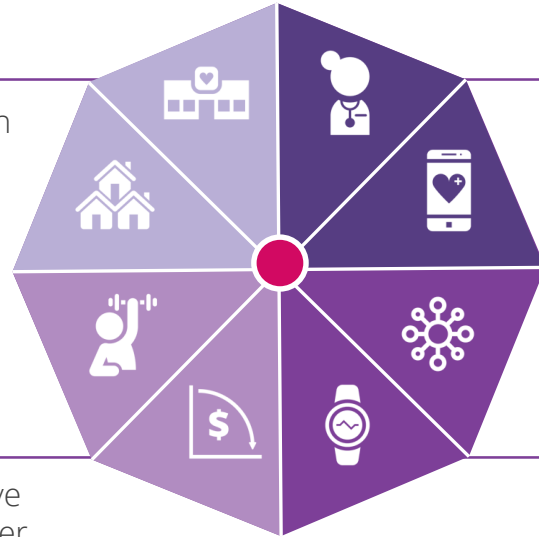
- Risk rated product that may save small businesses on monthly costs versus an ACA plan
- One monthly payment covers all portions of level funded product
- Shared surplus – 50% surplus return in 4th month of renewal; no surplus on termination
- 54 Open Access plans offered to groups 2-100 lives including a lower-cost portfolio of plans
- National network offers state-wide coverage with enhanced local network option
- Digital enrollment and benefits administration
- Robust value-added wellness offerings (pg 2)

A more personalized, holistic care experience

Putting members on a path to better health by:

Going local

- Engage members with the care they need where they need it



Making it simple

- Make a complicated system easier for all

Improving health

- Help members achieve better health at a lower cost

Leading the change

- Be in front with new technologies, business models, collaborations

Robust wellness offerings to keep members healthy



Network options offer choice and cost control



National coverage with Aetna broad network plans

Aetna Choice, POS II
(includes out of network coverage).



Patient-centered care through Aetna Whole HealthSM plans

Aetna Whole Health providers available:
Vanderbilt Health
Affiliated Network



Essentials Plans in-network only options

Open Access Aetna Select
(in-network only)

Aetna Whole Health Tennessee plans provide an average discount of 10% off the broad network Aetna Funding Advantage plans

It's easy to get an Aetna Funding Advantage quote

Visit DiscoverAetna.com/afa or call your broker

As long as your business is an active member of Tennessee Chambers Health, you can work with any licensed and appointed broker to get an Aetna Funding Advantage quote with the exclusive discount. Your local chamber will provide the code you need to request a discounted quote.

Our experts are here to help

You and your broker can work with one of our local Aetna representatives to learn more about Aetna Funding Advantage and Tennessee Chambers Health

Jeffrey Dempsey

East & Middle Tennessee
615-322-1652

Jennifer Gaines

West Tennessee
901-462-2351



Tennessee Chambers Health & Aetna Funding AdvantageSM

Through Tennessee Chambers Health, member organizations of the Alliance for Better Nonprofits get an exclusive discount on all Aetna Funding Advantage health benefit plans. Review answers to frequently asked questions to learn more:

What is Tennessee Chambers Health?

Tennessee Chambers Health represents the health benefit offers and negotiated costs the Tennessee State Chamber has secured for member businesses of all local Tennessee chambers.

What is Aetna Funding Advantage?

Aetna Funding Advantage is Aetna's fastest growing small business product. It offers a suite of 54 health benefit plan options, robust health and wellness programs, digital benefits administration and both broad and enhanced local network options. Aetna Funding Advantage is a self-funded product built specifically for small businesses. It has one stable monthly payment, the opportunity to get money back when claims are lower than expected and the protection of stop-loss insurance when claims are higher than expected.

What discount does Tennessee Chambers Health offer on Aetna Funding Advantage?

On average, member businesses save \$144 per enrolled employee annually through the exclusive Tennessee Chambers Health discount*. For a small business with 15 employees, that's \$2,160 off the annual cost of Aetna Funding Advantage. The discount is subtracted from the administrative fee portion of the monthly invoice. Note, if the administrative fee is not large enough to cover the full discount, the discount will be the amount of what the administrative fee allows.

What businesses are eligible for the discount?

Any business that is an active member of their local Chamber of Commerce and that Chamber of Commerce belongs to the Tennessee Chamber of Commerce and Industry is eligible for the discount on Aetna Funding Advantage. Please note that Aetna Funding Advantage is available to business with 2 enrolled to 100 eligible employees that are governed by ERISA.

Can sole proprietors purchase an Aetna Funding Advantage plan?

No, Aetna Funding Advantage is available to businesses with 2 enrolled to 100 eligible employees.



>>Continued from page 1

Does Aetna Funding Advantage have participation & contribution minimums?

Yes. Employers must contribute 50% to the total cost of coverage of the lowest cost plan option or 50% of employee only contributions for the cost of coverage of the lowest cost plan option. Depending on the number of eligible employees your business has, we require a certain number of those employees to enroll in an Aetna Funding Advantage plan. Once you have 10 eligible employees, a minimum of 50% of eligible employees (rounding down) must enroll in the plan. Please refer to our Underwriting Guidelines for more details.

2 Eligible	3 Eligible	4 Eligible	5 Eligible	6 Eligible	7 Eligible	8 Eligible	9 Eligible
2 must enroll	3 must enroll	Minimum of 3 must enroll	Minimum of 4 must enroll	Minimum of 4 must enroll	Minimum of 4 must enroll	Minimum of 4 must enroll	Minimum of 5 must enroll

What if a business has employees located outside of Tennessee?

No problem – as long as a business is an active member of a local Tennessee chamber and that Chamber belongs to the Tennessee State Chamber, the discount applies to all enrolled employees. Aetna Funding Advantage has a national portfolio and robust open access national network to ensure out-of-state employees are covered and have a consistent experience.

How can a business get an Aetna Funding Advantage quote?

Businesses can either work with their current broker or visit discoveraetna.com/afa to request a quote. In order to have the discount applied to the quote, please enter your chamber’s discount code in the Affinity Organization section of our quote form. Each chamber has a different discount code - you can get the code from your local chamber or the Tennessee State chamber.

Our experts are here to help

You and your broker can also work with one of our local Aetna representatives to learn more about Aetna Funding Advantage and Tennessee Chambers Health:

Jennifer Gaines
Aetna, West Tennessee
901-462-2351

Jeffrey Dempsey
Aetna, East & Middle Tennessee
615-322-1652

*Terms and conditions apply to the discount on group administrative fees. To qualify for a discount your group must meet all underwriting and eligibility requirements. The discount program may be modified or canceled at any time, without notice. The discount is an average. If administrative fee is lower than discount amount, then full discount may not be applied.

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 (AFA) plans are self-insured by the employer and administered by Aetna Life Insurance Company. 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 Life Insurance Company only provides administrative services and offers stop loss insurance coverage to the employer. Tennessee Chamber Health and participating local chambers do not insure, underwrite or administer this product and is not licensed to sell insurance or answer insurance questions.