

Dear Dr. _____;

On January 1, 2010, my employer, Lockheed Martin Corporation, is switching to a new health plan, called the *LM HealthWorks* Plan. The health plan, administered by Aetna[®] can help me proactively manage my health by emphasizing wellness and preventive care. It is also making me more aware of how I can spend health care dollars wisely.

One way to save money on health care is by seeing doctors who are in the Aetna network. Since you are not listed as a participating doctor, I would like you to **consider joining** Aetna's network.

To apply, go to www.aetna.com, select "Health Care Professionals" and then "Join Aetna's Network." Here you'll find more detailed information about Aetna's network and you can view a list of Frequently Asked Questions that may be helpful. If you need additional assistance or don't have Internet access, call Aetna's Credentialing Customer Service Center at **1-800-353-1232**.

You might also be interested in this information I found on Aetna's website:

- Aetna was given the Verden Group's **Most Provider Friendly Network** award for 2008.
- The 2008 PayerView Rankings stated that Aetna **pays physicians faster and denies claims less often** than other health plans measured.
- The Davies Public Affairs 2009 national payer survey revealed that Aetna has a **strong preference from hospitals based on trust, honesty, business practices and good faith negotiations**.

I hope you'll join the Aetna network so I can continue seeing you on an in-network basis!

Sincerely,