

Medicare - Parts to the Puzzle 2019

2019 Medicare Handbook

<https://www.medicare.gov/pubs/pdf/10050-Medicare-and-You.pdf>

Medicare Parts

- **Part A** is for inpatient hospital expenses. Free as a part of Social Security.
Available when you reach age 65* or after 2 years on Social Security disability.
*Start the 1st of birthday month, prior month if birthday is on the 1st.
- **Part B** covers outpatient, doctors, surgery and equipment. Basic cost is \$135.50 per month*. Billed quarterly, monthly bank draft or deducted from one's Social Security.
- **Medicare Supplement / Medigap** plan pays the deductible and copays of your Part A & B coverage. Broadest plans with same coverage are F and G. G premium savings excess it's \$185 deductible.
- **Part D** is the subsidized drug plan. Penalties apply if not enrolled during initial period. Typical premiums ~\$20-35/month*. To determine the best plan for you, go to www.medicare.gov and enter your ZIP code, current drugs, and your pharmacy. A report will provide a list of plans starting with the lowest total cost until the end of the year. Total Cost = Premium + Deductible + Copays to end of the year.

Carrier enrollment links are provided on the government site. We do not sell Part D plans but provide tips and the enrollment link on our website: <http://www.deesigned.com/medicare/medicare-part-d/>

It's imperative that you re-evaluate your Part D coverage during the annual fall open enrollment period (10/15-12/7) Part D Plans have a right to change premium, deductible, copays and what they cover. Every year we see 20+ -plans with some enter and leave the market. We send out several reminder notices, at the opening and near the end of the fall Open Enrollment Period.

- **Part C** - Advantage Plans - most are basically HMOs for seniors, some PPO.. You must pay for Medicare Part B, but you are leaving Medicare to purchase these plans. I will not sell these plans due to the lack of control over your own health coverage. I see 12 negatives and 2 positives - premium and some dental-vision-prescription coverage.

*Adjusted Gross Income (bottom page #1 of 1040) of \$85,000+ (\$170,000+ couples) pay more.

This is not a legal document, see actual law for specifics.

Introduction to Medicare Supplements & Chris Dee 2 2019

Medicare Supplement (Medigap) Basics

1. Contracts are all **standardized** federal contracts. However, the cost for same benefits varies 100% among carriers. (Sure beats the 15% people clamor about saving on their car insurance!)
2. **Claims** always sent directly to Medicare for processing and benefit determination.
3. **All carriers** pay out the same, they have no say, its whatever Medicare dictates.
People who say that they "love" a particular carrier actually love Medicare itself.
4. **No pre-existing** limitations allowed.
5. **No network limitations.**
6. **National Coverage** - see any doctor anywhere who accepts Medicare.
7. Using an independent broker who's **looking out for you** adds nothing to your premium.

Chris Dee

1. **35+ years as an independent Broker** in health insurance, with hundreds of senior clients.
2. **Education** - Notre Dame - Loyola, MBA and a CLU - Chartered Life Underwriter.
3. **Prudential** past National Sales Leader for small group.
4. **General Agent** with over 2500 group clients.
5. Medicare became our focus seeing it was **over-marketed, underserved and overcharged.**
6. We help with all **3 parts** needed when transitioning to Medicare.
 1. Enrollment in A & B
 2. Supplements
 3. Part D prescription plans
7. Providing **ongoing Medicare information** and for everyone we meet, including annual fall reminders to **re-evaluate Part D** - Medicare prescription program.
8. Our service is **Free** year after year.
9. **Optimizing your Medicare** Experience - saving Time and Money.
10. **Our goal is to Providing service you want to recommend to others!**

Omaha Companies

- Best Plan G rates for years with an **A+ rating** (AM Best company)
- **2nd** largest Medicare supplement carrier.
- Omaha entered the Senior Medicare market as it began - **1966**
- **Billion+** paid to Medicare supplement policyholders.
- **Million+** insureds.

- **Applying up to 6 months prior** to effective date is a good idea.

First of 3 steps to Medicare, others are 3 and 1 month prior.

Rates & Age locked in for 12 months on date application is signed, not effective date.

Renewals are also Annual Rates no off anniversary increases

7% discount apply when 2 or more in a household are insured or survivor.

- **Illinois**, Plan G 3.5% rates increased March 2019.
- **Discount for non-smokers.**
- **Discount for female rates.**
- Policies in a few days and **for those starting Medicare in as little as 1 hour.**

We have Hundreds and Hundreds of happy clients with Omaha

from Medicare & You - official U.S. Government Medicare Handbook

<https://www.medicare.gov/sites/default/files/2018-09/10050-medicare-and-you.pdf>

How do I compare Medigap policies?

The chart below shows basic information about the different benefits that Medigap policies cover for 2018. If a percentage appears, the Medigap plan covers that percentage of the benefit, and you're responsible for the rest.

| Benefits | Medicare Supplement Insurance (Medigap) plans | | | | | | | | | | |
|--|---|------|------|------|------|------|-------------------------------|---------|------|---------|------|
| | A | B | C | D | F* | G | K | L | M | N | |
| Medicare Part A coinsurance and hospital costs (up to an additional 365 days after Medicare benefits are used) | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% |
| Medicare Part B coinsurance or copayment | 100% | 100% | 100% | 100% | 100% | 100% | 50% | 75% | 100% | 100%*** | |
| Blood (first 3 pints) | 100% | 100% | 100% | 100% | 100% | 100% | 50% | 75% | 100% | 100% | |
| Part A hospice care coinsurance or copayment | 100% | 100% | 100% | 100% | 100% | 100% | 50% | 75% | 100% | 100% | |
| Skilled nursing facility care coinsurance | | | 100% | 100% | 100% | 100% | 50% | 75% | 100% | 100% | |
| Part A deductible | | 100% | 100% | 100% | 100% | 100% | 50% | 75% | 50% | 100% | |
| \$185 Part B deductible | | | 100% | | 100% | | | | | | |
| Part B excess charges | | | | | 100% | 100% | | | | | |
| Foreign travel emergency (up to plan limits) | | | 80% | 80% | 80% | 80% | | | 80% | 80% | |
| <p>Plan F will no longer be sold after 2019, Plan G is the same with a \$185 deductible.</p> | | | | | | | Out-of-pocket limit in 2018** | | | | |
| | | | | | | | \$5,240 | \$2,620 | | | |

* Plan F also covers the Part B deductible. If you choose this option, this means you must pay for Medicare-covered costs (coinsurance, copayments, and deductibles) up to the deductible amount of \$2,240 in 2018 before your policy pays anything.

** For Plans K and L, after you meet your out-of-pocket yearly limit and your yearly Part B deductible (\$183 in 2018), the Medigap plan pays 100% of covered services for the rest of the calendar year.

** Plan N pays 100% of the Part B coinsurance, except for a copayment of up to \$20 for some office visits and up to a \$50 copayment for emergency room visits that don't result in an inpatient admission.

Plan G Rates

United World of Omaha savings over Blue Cross*

| Age | Blue Cross 4/2019 | United World 3/2019 | | -7% for Couples | | Couple Saving | | Age |
|-------|-------------------|---------------------|-----------|-----------------|---------------|------------------------|------------|-------|
| | Unisex | Female | Male | Female | Male | Blue Cross higher cost | | |
| | \$185 Ded | \$185 Ded | \$185 Ded | \$185 Ded | \$185 Ded | Annualized ** | % More | |
| to 64 | 332 | 254.13 | 287.16 | 236.34 | 267.06 | 1927 | 32% | to 64 |
| 65 | 149 | 112.68 | 127.33 | 104.79 | 118.42 | 897 | 34% | 65 |
| 66 | 157 | 112.68 | 127.33 | 104.79 | 118.42 | 1089 | 41% | 66 |
| 67 | 166 | 112.68 | 127.33 | 104.79 | 118.42 | 1305 | 49% | 67 |
| 68 | 177 | 116.74 | 131.92 | 108.57 | 122.69 | 1473 | 53% | 68 |
| 69 | 188 | 120.80 | 136.50 | 112.34 | 126.95 | 1641 | 57% | 69 |
| 70 | 198 | 124.86 | 141.09 | 116.12 | 131.21 | 1784 | 60% | 70 |
| 71 | 211 | 128.91 | 145.67 | 119.89 | 135.47 | 2000 | 65% | 71 |
| 72 | 223 | 132.97 | 150.26 | 123.66 | 139.74 | 2191 | 69% | 72 |
| 73 | 233 | 137.49 | 155.36 | 127.87 | 144.48 | 2324 | 71% | 73 |
| 74 | 245 | 142.01 | 160.47 | 132.07 | 149.24 | 2504 | 74% | 74 |
| 75 | 251 | 146.53 | 165.58 | 136.27 | 153.99 | 2541 | 73% | 75 |
| 76 | 257 | 151.05 | 170.69 | 140.48 | 158.74 | 2577 | 72% | 76 |
| 77 | 263 | 155.58 | 175.79 | 144.69 | 163.48 | 2614 | 71% | 77 |
| 78 | 271 | 160.24 | 181.07 | 149.02 | 168.40 | 2695 | 71% | 78 |
| 79 | 275 | 164.90 | 186.35 | 153.36 | 173.31 | 2680 | 68% | 79 |
| 80 | 279 | 169.57 | 191.61 | 157.70 | 178.20 | 2665 | 66% | 80 |
| 81 | 280 | 174.24 | 196.89 | 162.04 | 183.11 | 2578 | 62% | 81 |
| 82 | 284 | 178.91 | 202.17 | 166.39 | 188.02 | 2563 | 60% | 82 |
| 83 | 289 | 183.20 | 207.02 | 170.38 | 192.53 | 2581 | 59% | 83 |
| 84 | 297 | 187.49 | 211.87 | 174.37 | 197.04 | 2671 | 60% | 84 |
| 85 | 303 | 191.79 | 216.72 | 178.36 | 201.55 | 2713 | 60% | 85 |
| 86 | 309 | 196.09 | 221.57 | 182.36 | 206.06 | 2755 | 59% | 86 |
| 87 | 315 | 200.38 | 226.43 | 186.35 | 210.58 | 2797 | 59% | 87 |
| 88 | 316 | 204.38 | 230.95 | 190.07 | 214.78 | 2726 | 56% | 88 |
| 89 | 317 | 208.46 | 235.57 | 193.87 | 219.08 | 2653 | 54% | 89 |
| 90 | 319 | 212.65 | 240.29 | 197.76 | 223.47 | 2601 | 51% | 90 |

*United World of Omaha -NS Rates 600-608. Blue Cross Metro rates

Dee-Signed Programs - Lake Forest, IL 60045 (847) 234-1756

** Savings for single females is about half and males about 1/3.

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- **2nd** largest Medicare supplement carrier.
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First of 3 steps to Medicare, others are 3 and 1 month prior.
Rates locked in for 12 months on date application is signed, not effective date.
Age locked in on date application is signed, not effective date.
7% discount apply when 2 or more in a household are insured or survivor.

- **Illinois**, Plan G **5%** rate increases August 2017, March 2019 new rates decreased.
- **Rates guaranteed 12 months and then change only on policy anniversary.**
Most plans pass on increases with age and rate table changes.
- **Discount for non-smokers.**
- **Discount for female rates.**
- Policies are being **issued in as little as an hour.**

We have ~700 happy clients with Omaha

Data needed to complete Medicare supplement application.

Name _____
initial C-ell H-ome W-ork Dob Skr

Address _____ County _____

Email _____ SS #'s _____

Medicare# _____ Eff date A _____ Eff date B _____

Normally ss# with A = taking your SS T = working B = under spouse SS D= under decrease sp SS mm yy

Current Plan: _____ Group _____ Individual _____ Approx. Start date _____

Start Date _____ New Policy

Bank _____ route _____ Act# _____
9 digit Routing # (symbols at either end)

Spouse _____
initial C-ell H-ome W-ork Dob Skr

e-mail _____ SS #'s _____

Medicare# _____ Eff date A _____ and B _____

Start Date _____ New Policy

Shortcomings and Limitations of Medicare 2019 Ineligible Charges - What Medicare does not cover

Note: Beginning in 2019, annual limits have been removed on Occupational Therapy, Physical Therapy & Speech-Language Pathology (SLP) services.

- Hospital **observation** is not covered by Part A and prescriptions are limited. Difficult if not impossible to change from observation to a covered admission status.
- **Dental** - see our website page - <http://www.deesigned.com/dental/>
- Skilled Nursing Care if not hospitalized for **3 days**. "Observation" days do not qualify.
- Some doctor wellness testing - ask before your physical, ask that the bill be discounted.
- Limited Part D vaccination shots, **Flu**, Hepatitis B, Pneumococcal, Tdap (tetanus, diphtheria, pertussis)
- Some doctor wellness testing – ask before your physical, ask that the bill be discounted. Limited Part D vaccination shots* (Flu, Hepatitis B, Pneumococcal, Tdap (tetanus, diphtheria, pertussis))
* Shingles vaccination not included.
- Doctors outside of the Medicare system (opt-out practices). Signed notification required.
- **Hearing aids** and exams for fitting them. Omaha includes a discount service.
- Nursing home custodial care. (Short and Long Term Care policies can covers this area.)
- More than 190 days of inpatient psychiatric hospital services during your lifetime.
- Hospitalization after Lifetime Reserve of 60 days is exhausted.
- All Chiropractic except for adjustments, Acupuncture, Routine (maintenance) foot care
- Cataracts total cost for optional enhanced lenses. Standard lenses are fully covered.
- **Vision** - Eye refraction even if part of cataract surgery. Omaha includes a discount service.
- Infusion therapy may require service to be done as outpatient rather than at home.

Medicare Supplements help pays Medicare eligible charges - deductibles, co-insurances & copays.

They do not add benefits to Medicare, with the exception of adding an additional year of hospitalization.

Plans F & G provide foreign travel emergency medical \$250 deductible then 80% to \$50,000.

This overview is not a legal document, see actual law for specifics.