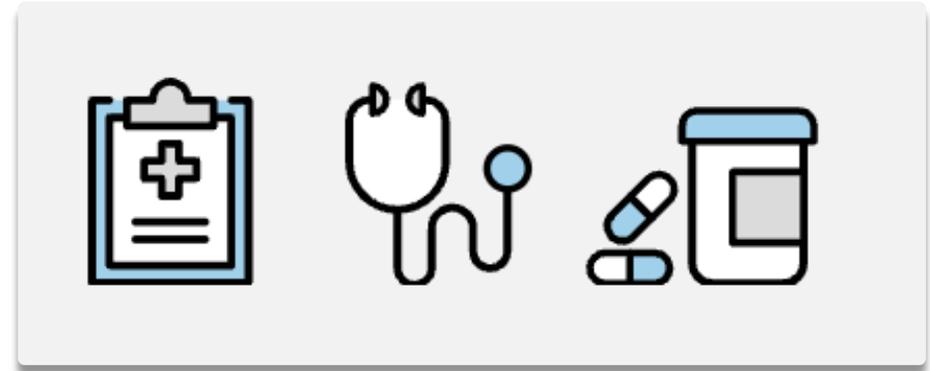


Let's Learn About Medicare

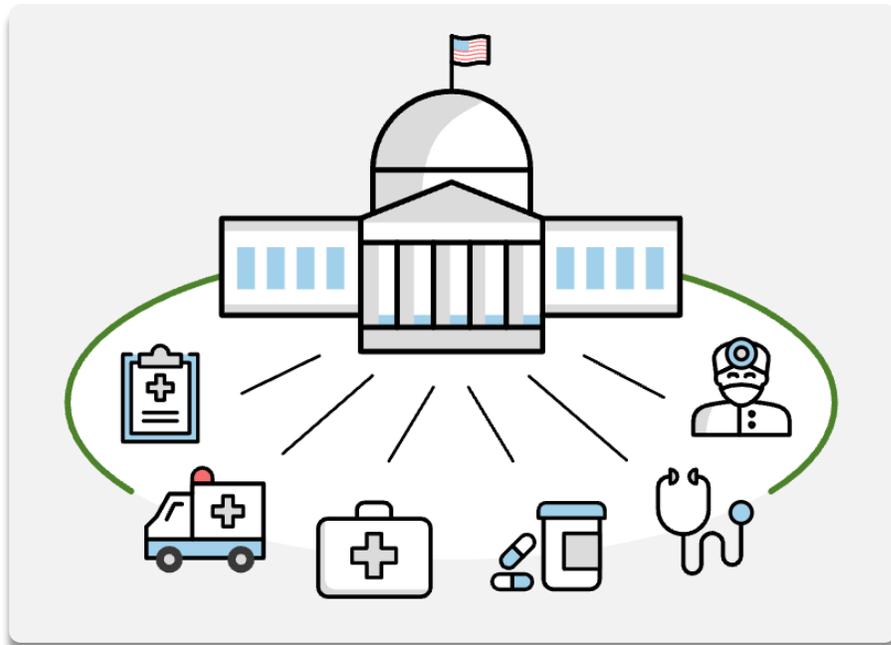


Medicare Basics

- ▶ Whether you're new to Medicare or just looking for a refresher, you've come to the right place. Let's explore Medicare together:
 - What is Medicare?
 - What Medicare offers (and doesn't offer)?
 - What you should know before making a Medicare decision?
- ▶ We will cover the basics here, but we also provide links to reliable sources if you need more detail.



What is Medicare?



- ▶ Medicare is a federal health insurance program created for individuals age 65 and older, as well as certain younger people with medical conditions or disabilities.

Medicare is made of Parts

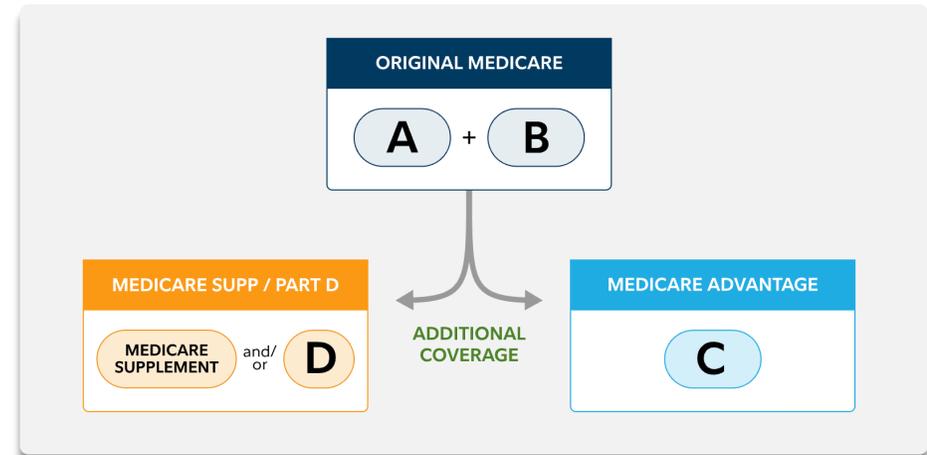
Original Medicare (Parts A & B) provides many health care benefits

- ▶ **Part A (Hospital Insurance):** Helps cover inpatient care in hospitals, skilled nursing facility care, hospice care, and home health care.
- ▶ **Part B (Medical Insurance):** Helps cover:
 - Services from doctors and other health care providers
 - Outpatient care
 - Home health care
 - Durable medical equipment (like wheelchairs, walkers, hospital beds, and other equipment)
 - Many preventive services (like screenings, shots or vaccines, and yearly “Wellness” visits)

Medicare is made of Parts

You can choose to get more coverage

- ▶ **Prescription drug plans (Part D)**
Medicare prescription drug plans (Part D) help pay for medications prescribed by a doctor or other health care professional.
- ▶ **Medicare supplement insurance plans**
Medicare supplement insurance plans (Medigap) help pay some of the out-of-pocket costs not paid by Original Medicare.
- ▶ **Medicare Advantage plans (Part C)**
Medicare Advantage plans (Part C) combine Part A, Part B and often prescription drug coverage (Part D). Some plans may offer additional benefits like coverage for routine vision and dental care.



Original Medicare

- ▶ Original Medicare includes Medicare Part A (Hospital Insurance) and Part B (Medical Insurance)

Check out [Medicare.gov](#) for a [deeper dive into Part A coverage](#) and

Check out [Medicare.gov](#) for a [deeper dive into Part B coverage](#)

- ▶ You can join a separate Medicare drug plan to get Medicare drug coverage (Part D). •
- ▶ You can use any doctor or hospital that takes Medicare, anywhere in the U.S.
- ▶ To help pay your out-of-pocket costs in Original Medicare (like your 20% coinsurance), you can also shop for and buy supplemental coverage.

Part A



Part B



You can add:

Part D



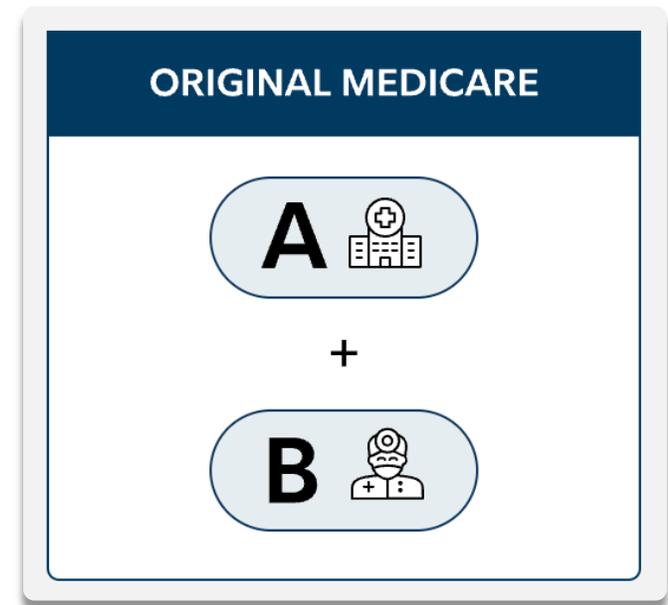
You can also add:

Supplemental coverage



What does it cost me?

- ▶ Part A and Part B have monthly premiums, deductibles and coinsurance. Most people don't pay the Part A premium, thanks to the Medicare taxes they paid while working. Everyone pays the Part B premium. This amount changes yearly and varies based on income. If you enroll late in Part B, you could have a penalty fee added. Plus, there is no limit on what you pay out of pocket with Original Medicare.
- ▶ Medicare.gov has more on [premium-free Part A](#) eligibility and what your [Part B premium](#) could be. You can also learn more about the [Part B late enrollment penalty](#)



What is not covered?

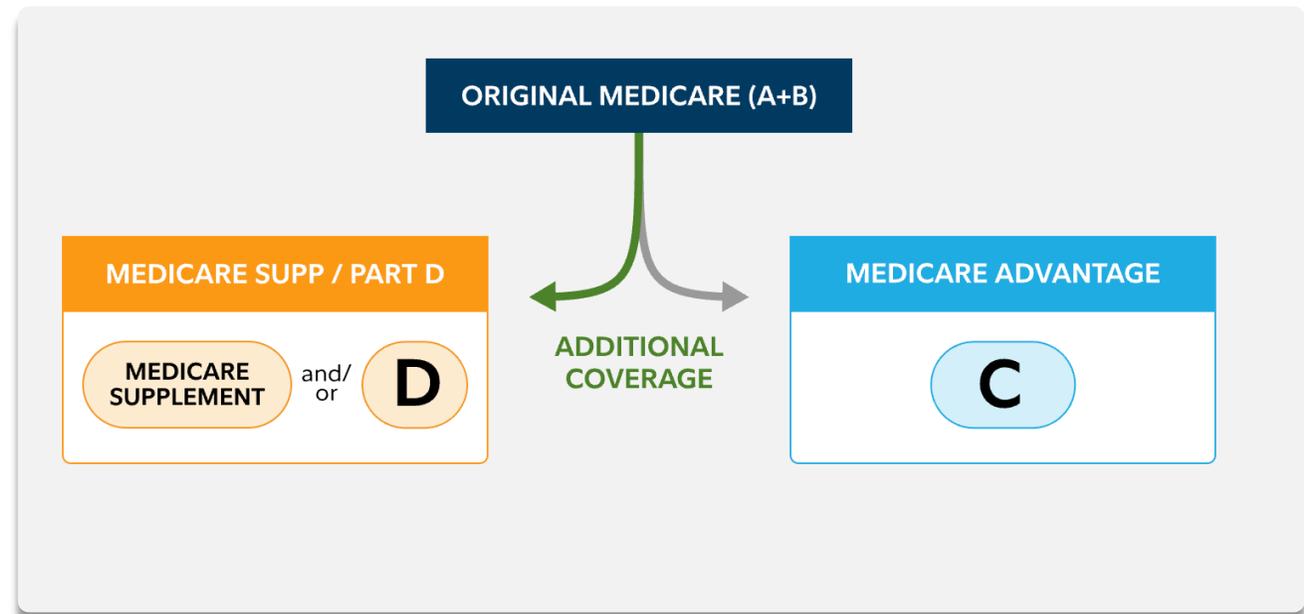
While Original Medicare provides coverage for hospital and medical services, it doesn't cover everything.

In general, Original Medicare pays for only **80% of covered health care costs. It's up to you to pay the remaining 20%.**

Plus, Original Medicare **doesn't cover most prescription drugs or other benefits such as vision, dental, hearing services, or long-term nursing and home health care.**

Additional Coverage

- ▶ Many choose to buy additional insurance to help cover the 20%. Some choose a Medicare Supplement (Medigap) plan and/or a Part D prescription drug plan, while others choose a Medicare Advantage plan.
- ▶ Let's take a closer look at additional coverage by starting with **Medicare Supplement and Part D**.



Medicare Supplement and Part D

- ▶ **Medicare Supplement** (Medigap) and **Part D** prescription drug plans (PDP) work alongside Original Medicare. These plans are made available through private health insurance companies, although they are regulated by the government.
- ▶ In other words, you must enroll in Parts A and B and either (or both) Medicare Supplement and Part D for more comprehensive health care coverage.

MEDICARE SUPP / PART D

**MEDICARE
SUPPLEMENT**



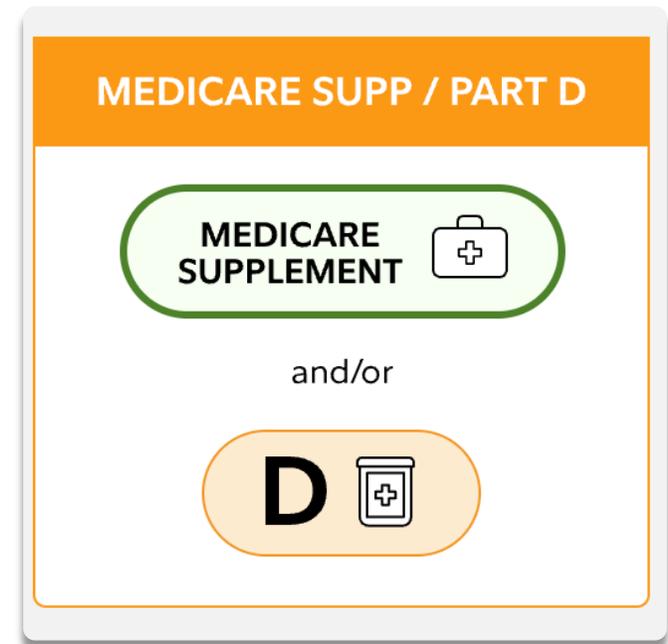
and/or

D



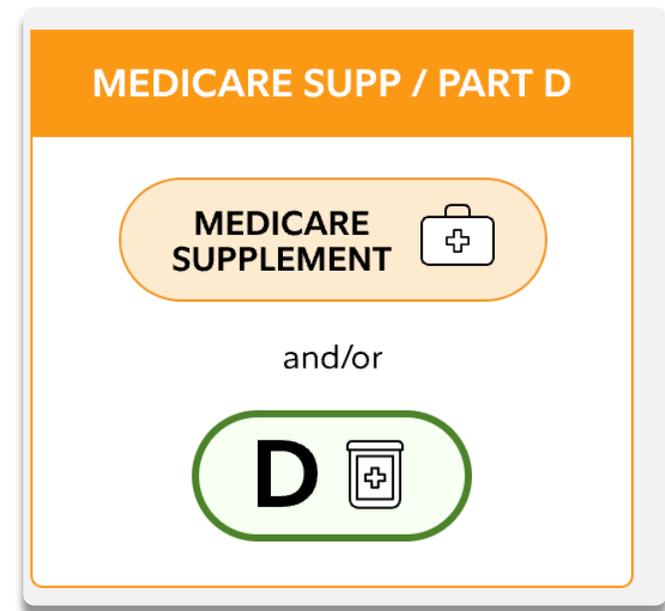
Medicare Supplement

- ▶ Medicare Supplement plans help pay your share of health care costs, such as copays, coinsurance, and deductibles. They also have their own monthly premium.
- ▶ You can get Medigap to help pay your remaining out-of-pocket costs (like your 20% coinsurance).
- ▶ *Check out [Medicare.gov](https://www.medicare.gov) for a [deeper dive into Medicare Supplement](#)*



Part D – Prescription Drug Plans (PDPs)

- ▶ Part D prescription drug plans (PDPs) are stand-alone plans that help pay for medications you buy from a pharmacy or through a mail-order pharmacy service.
- ▶ PDPs have their own monthly premium, plus a yearly deductible, copays, and coinsurance.
- ▶ While Part D is technically optional coverage, if you sign up late for a PDP, you may face a **permanent late enrollment penalty** tacked on to your premium.
- ▶ If you decide to go the path of Original Medicare plus additional coverage, you should consider enrolling in Part D as soon as you're eligible to avoid penalties.
- ▶ *For more about how to sign up for Part D, what it covers, what it costs, and how it works with other insurance, visit [Medicare.gov](https://www.Medicare.gov)*

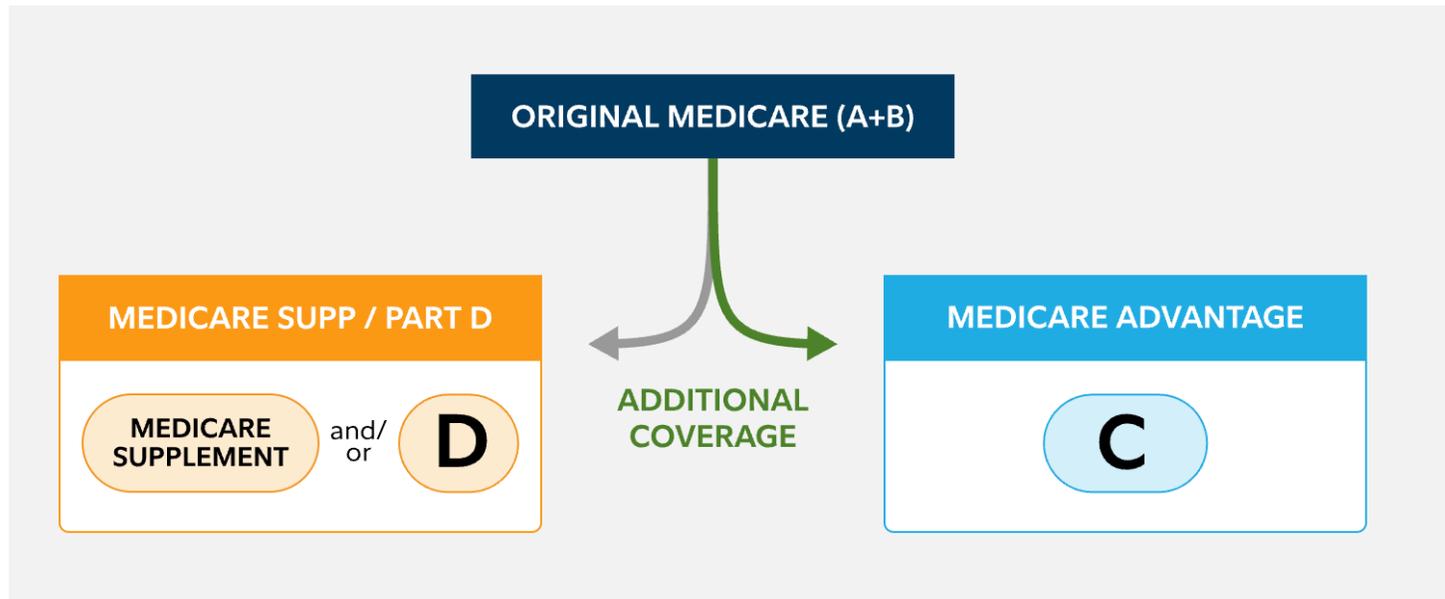


What does it cost me for Medicare Supplement and Part D Costs?

- ▶ **What does it cost me?**
- ▶ Health insurance companies set the prices for these types of coverage. Costs can be determined by things such as age, whether you use tobacco, and your location (ZIP Code).
- ▶ Visit Medicare.gov for more about [Medicare Supplement costs](#)
- ▶ Visit Medicare.gov for more about [Part D costs](#)

Medicare Advantage

- ▶ Original Medicare, Medicare Supplement, and Part D aren't the only option available to you. There's one more we'll cover and that's Part C, also known as **Medicare Advantage**.



Medicare Advantage

- ▶ Medicare Advantage is a Medicare-approved plan from a private company that offers an alternative to Original Medicare for your health and drug coverage. These “bundled” plans include Part A, Part B, and usually Part D.
- ▶ In most cases, you can only use doctors who are in the plan’s network. • In many cases, you may need to get approval from your plan before it covers certain drugs or services.
- ▶ Plans may have lower out-of-pocket costs than Original Medicare.
- ▶ Plans may offer some extra benefits that Original Medicare doesn’t cover—like vision, hearing, and dental services
- ▶ **These plans don't replace Part A and Part B** . You still need to enroll in Original Medicare before you enroll in a Medicare Advantage plan.

MEDICARE ADVANTAGE



--- may also include ---



Medicare Advantage HMOs and PPOs

- ▶ **Medicare Advantage** comes in different flavors, but we'll focus on the two that are commonly used: Health Maintenance Organizations (HMOs) and Preferred Provider Organizations (PPOs).

- ▶ **BOTH HMOS AND PPOS**

- Provide Part A and Part B benefits (hospital and medical insurance)
- Typically offer prescription drug coverage
- Have networks for provider and pharmacies
- Require you to have Original Medicare and live in service area *
- Feature out-of-pocket maximums, unlike Original Medicare
- *You must keep paying your Part B monthly premium; a Medicare Advantage plan's monthly premium doesn't replace the Part B premium.*

And here's how HMOs and PPOs differ in general:

▶ HMOs

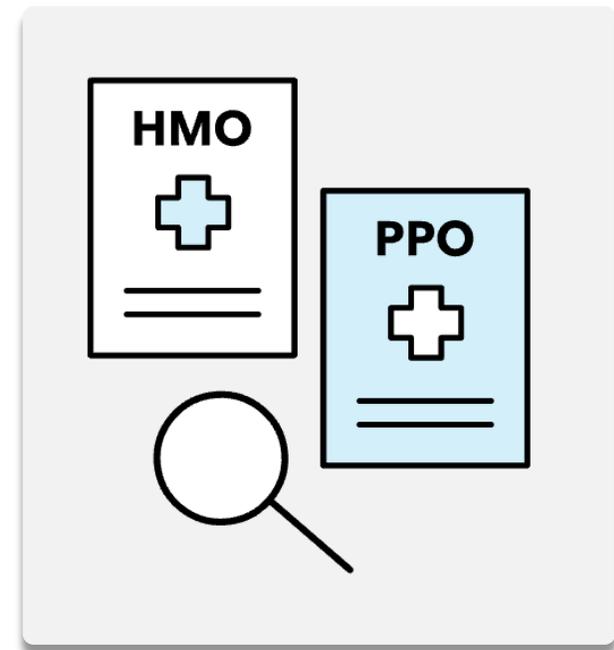
- Typically, out-of-network provider or pharmacy coverage isn't allowed
- May feature lower monthly premiums, copayments, and deductibles
- Usually require you to choose a primary care physician (PCP)
- Referrals required for in-network specialists in most cases

▶ PPOs

- Cover out-of-network providers also but usually at a higher cost
- May feature higher monthly premiums, copayments, and deductibles
- You don't need to choose a primary care doctor
- No specialist referrals required in most cases

Other HMO/PPO considerations

- ▶ Before picking either an HMO or PPO Medicare Advantage plan, make sure the plan covers your area, the doctors you prefer to see, and the services you need. Find out the rules involved with emergency medical situations. Know your costs! What are the monthly premium, copays, deductibles, and out-of-pocket maximum? Having a clear sense of these details will help you decide which is the better option for you.



Medicare Advantage...

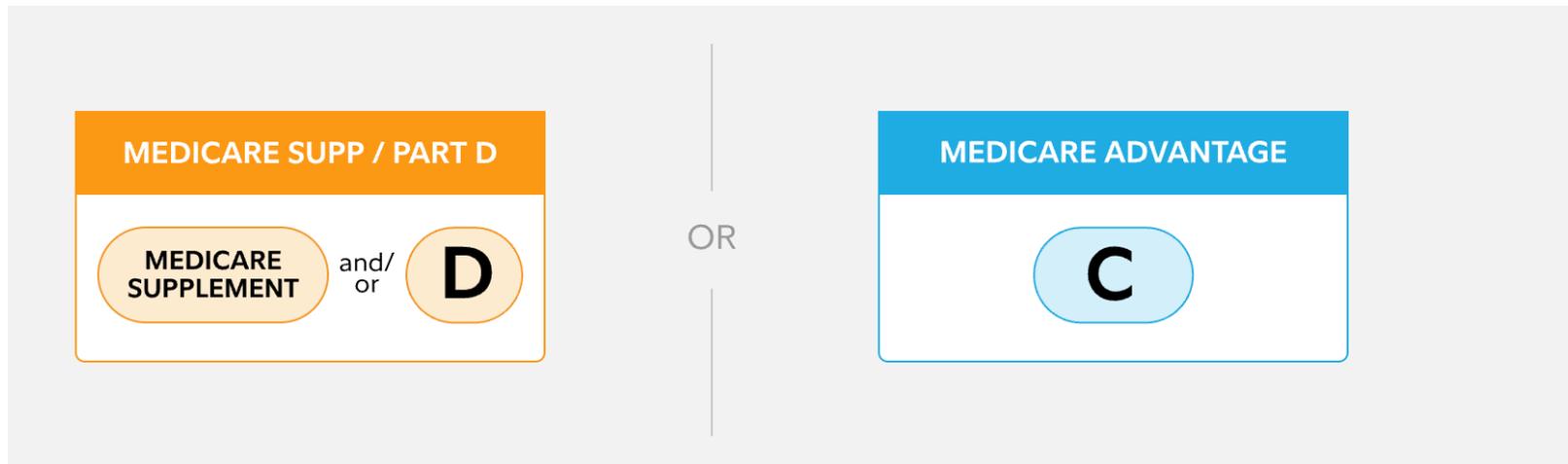
What does it cost me?

- ▶ Medicare Advantage costs and coverage can differ from plan to plan. Some plans have a monthly **premium** (although many are as low as \$0), **deductibles**, **copays** and **out-of-pockets maximum**.
- ▶ With a Medicare Advantage plan, you still have to pay your monthly Part B premium.
- ▶ Medicare.gov has more details on [Medicare Advantage plan types](#)

Medicare...

Choosing additional coverage

- ▶ While Medicare Supplement/Part D and Medicare Advantage help pay the health care costs Original Medicare doesn't cover, they differ quite a bit.
- ▶ Let's look at some of these differences to help you understand which Medicare coverage might be your best match.



Medicare Supplement and Part D plans

MEDICARE SUPP / PART D

Separate monthly premiums for Medicare Supplement and Part D

Limited out-of-pocket costs for hospital and medical care

No network restrictions seeing a doctor or going to the hospital

Extra benefits (dental, vision, hearing, etc.) purchased separately

- ▶ **Medicare Supplement and Part D Plans may be good for those who:**
- ▶ Are comfortable paying higher monthly premiums in order to limit out-of-pocket spending on health care
- ▶ Want the freedom to access doctors/hospitals throughout the US and even foreign travel
- ▶ Can afford to buy extra benefits separately

Medicare Advantage Plans

MEDICARE ADVANTAGE

Premiums as low as \$0

A maximum out-of-pocket limit for hospital and medical care

Network restrictions for seeing doctors or going to the hospital

Prescription drug plan and extra benefits are often included, such as dental, vision, and hearing

- ▶ **Medicare Advantage Plans may be good for those who:**
- ▶ Want a lower monthly premium and are comfortable paying copays and deductibles for health care services
- ▶ Are comfortable seeking care within a defined provider network
- ▶ Want prescription drug coverage and extra benefits (dental, vision, hearing, etc.) included

Medicare Enrollment

- ▶ How (and when) you should sign up for Medicare.
- ▶ Most people become eligible to sign up for Medicare 3 months before and 3 months after their 65th birthday. As you near 65, you should ask yourself "Do I need Medicare coverage right now?"
- ▶ Some individuals may still have health insurance through an employer and want to continue that coverage. Others may be coming off their health insurance and need to switch to Medicare.



Signing up for Medicare

- ▶ Will I get Part A and Part B automatically?
- ▶ If you're already getting benefits from Social Security or the Railroad Retirement Board (RRB), you'll automatically get Part A and Part B starting the first day of the month you turn 65. (If your birthday is on the first day of the month, Part A and Part B starts the first day of the prior month.) If you're under 65 and have a disability, you'll automatically get Part A and Part B after you get disability benefits from Social Security or certain disability benefits from the RRB for 24 months.

Signing up for Medicare

- ▶ Will I have to sign up for Part A and/or Part B?
- ▶ If you're close to 65, but NOT getting Social Security or Railroad Retirement Board (RRB) benefits, you'll need to sign up for Medicare. Visit ssa.gov/benefits/medicare to apply for Part A and Part B.
- ▶ You can also contact Social Security 3 months before you turn 65 to set up an appointment.

Signing up for Medicare

- ▶ If you plan to make Medicare your primary source of health insurance, you should enroll in Part A and Part B as soon as you become eligible and start considering the additional options we've covered.
- ▶ It is recommended that you contact Social Security to enroll in Part A and Part B and determine how you'll pay for it (usually the premiums are deducted from your retirement benefits, although direct bill is another option). If you already receive Social Security retirement benefits, you're automatically enrolled in Part A and Part B when you turn 65.

Here are resources to help you sign up for Medicare Part A and Part B.

- Getting Ready to Sign up for Medicare
<https://www.medicare.gov/basics/get-started-with-medicare>
- Ready to sign up for Medicare
<https://www.medicare.gov/basics/get-started-with-medicare/sign-up/ready-to-sign-up-for-part-a-part-b>
- Here is the link about applying for Medicare.
<https://www.ssa.gov/benefits/medicare>
- Medicare and You 2023. Great resource!
<https://www.medicare.gov/publications/10050-Medicare-and-You.pdf>



Let's get together to discuss next steps

- ▶ Now that you learn about Medicare, lets discuss the best Medicare Plan that meets your needs,

- ▶ Suzy Webb

- ▶ 904-910-9182

- ▶ swebb1@myhst.com

