

Medicare Options:

Part A – Hospital Coverage (free)

Part B – Medical (Doctor) Coverage (\$206.50+ per month)

*** Lots of gaps (deductibles and co-pays with parts A and B) ***

Biggest issue with Medicare... NO Maximum out of Pocket (no stop loss):

Examples:

1. Hospital stay of over 2 months (??? \$30,000+ a MONTH to you)
2. Major Surgery or anything Part B including chemo, radiology, dialysis (\$8,000+ per month to you)
3. No coverage for Long Term Care. Maximum is 20 days in a rehab after certain criteria met.
Then 80 days of co-pays (\$16,000+ to you).

2 choices

Medicare supplement

(Medigap coverage)

Plans A- N

(2 high deductible plans)

(No plan F for new to Medicare)

Plan “G” is the “Cadillac” plan

TOTAL choice

NO co-pays

1 ANNUAL doctor deductible

NO other out of pocket

(\$288 annual deductible)

No bills except the first \$288 doctor a year

Plan G is same cost each month no matter the illness – (except \$288 a year)

Plan N is the VALUE plan – same as G but

up to \$20 co-pays + overage (rare)

\$40 - \$50 a month cheaper than G

COST =

Medicare Advantage

(Part C)

Maximum Out of Pocket - \$3,400-\$4,500-\$7,500

PPO’s

HMO’s

Co-pays for specialists/ hospitals

Co-pays for dialysis /rehab/ chemo

LIMITED coverage on nursing/rehab 100 days

Specific Group

(network or out)

NO primary doctor

Many PPO’s are nationwide

“Local” area in general

(Network only)

Primary Doctor

Humana HMO is nationwide

*** Both include Part D** in the plan (unless don’t want)

EXTRA Benefits include- (most have gym club inc)

Dental - \$1000 - \$5000 comprehensive

Over The Counter giveaways (\$200 - \$400)

Vision / Acupuncture / Misc healthy living

COST =

PART D- Prescription Coverage

* General deductible is \$615 annual / Maximum is \$2100 out of pocket for covered RX

* Plans and coverage vary per company – I will help you figure out what is best.

- Part D plans NOT required, but if don’t take now and want later... there is a penalty. The penalty is 1% per month of the national average (about \$4 a month per year not in the plan). Example... start a plan 4 years after starting Medicare. Would be about \$16 a month penalty for rest of life.

ADVANTAGE vs SUPPLEMENT (The WAR is on!)

My Client STATS: 44% of my clients have a Supplement
 56% of my clients have an Advantage Plan

Dozens and dozens of my client households are split (1 takes a supplement and 1 takes an Advantage)
NO Advantage plan has everything... if strong with some things, will be weaker in others.
i.e. Plans that have good dental will have higher co-pays or maximums elsewhere.

Supplement Plan G

vs

Advantage Plan

\$0 doctor co-pays
\$257 annual deductible for doctors
Any doctor that takes Medicare (no network)

\$0 doctor co-pays
No deductibles
varies... HMO network ONLY
PPO higher cost to go out of network

NOTE – *if all you do is go to doctors... Advantage Plan will win big financially.*

NOTE – *it comes down to going to any doctor/clinic/hospital you want – or staying in network*

Any hospital
No co-pays for hospital/surgery

Any hospital in emergency / network otherwise
Co-pays vary greatly...
\$150-\$400 a day for 4 – 6 days

A couple plans are offering Fitness club
No Dental

Most plans offer Fitness club
DENTAL is now included with many plans!!!
- **\$1000 to \$2500 depending on plan**
- **There are limitations**

No extra benefits

\$40 - \$100 a quarter for Over-the-counter items
Vision from \$100 - \$400 a year
Transportation to doctors
Routine Acupuncture
Naturopath benefits

Part D is separate and extra \$
\$590 deductible with most Part D

Part D is included within plan (usually)
many have low or \$0 RX deductible

Set cost each year (premium plus deductible)
PREMIUM (\$1500 - \$3600)

Can be \$0 up to a maximum (**3200 - 4500 - 7500**)
\$0 (no premium)
BE PAID to have a plan!!!

BEST FOR:

- Those who want “no hassle” for medical
- Those who like having total choice

BEST FOR:

- Those who want value
- Need the lower cost or can't afford the supplement



CHOICE/EASY

(what's most important to you?)



MONEY/VALUE

WARNING

WARNING

WARNING

WARNING

WARNING

- Do NOT fall for the television ads and telemarketers. Don't give info to an unknown agents!!!
TV ADS – In general, all the “get the most of your Medicare Plan” are Advantage Plans. MANY of the advertisements are for MEDICAID... which is the poverty program.