





Course 1:



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INDEPENDENT COMMUNITY BROKER NETWORK







STEP | SIGN UP FOR ORIGINAL MEDICARE



Part A Federal Government Inpatient Hospital Care



STEP 2 SELECT AN OPTION FOR ADDITIONAL COVERAGE

OPTION 1



MEDICARE SUPPLEMENT

Private Insurance Company Secondary coverage for Out-of-Pocket Medicare costs





MEDICARE PART D PLAN Private Insurance Company Prescription Drug Coverage





Part B Federal Government Outpatient Care & Doctor Visits

OPTION 2

MEDICARE ADVANTAGE

Private Insurance Company

Part C

Combination of Part A & Part B coverage

Part D

Some plans include prescription drug coverage

May offer benefits not covered by Original Medicare

2024 Medicare Part A Deductible Medicare Part A deductible is \$1,632 per benefit period

The Centers for Medicare & Medicaid Services (CMS) release new premiums, deductibles, and coinsurance for Part A, Part B, and Medicare Part D income-related monthly adjustments every fall.

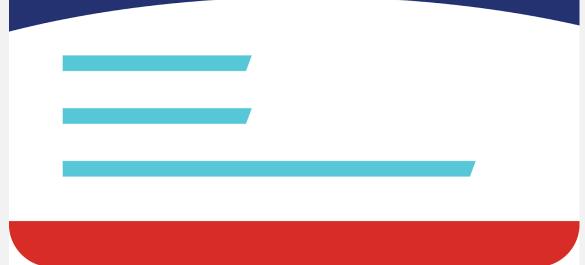
Deductible — A deductible is the amount you pay for certain medical expenses or prescription drugs before your insurance plan starts paying any of the costs **Benefit Period** — A benefit period begins the

day you're admitted to a hospital/skilled nursing facility and ends when you haven't spent the night in one of them for 60 consecutive days. If you're admitted to a hospital/skilled nursing facility after one benefit period has ended, then a new one begins. You will pay another deductible.



2024 Medicare Part B Premium

MEDICARE



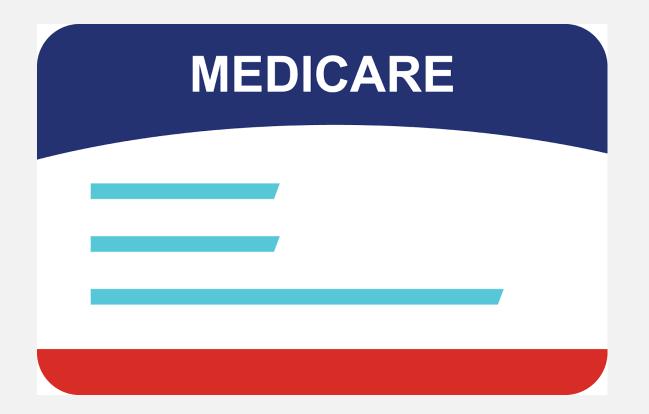
In 2024, the standard monthly premium for Medicare Part B enrollees is \$174.70.

The Centers for Medicare & Medicaid Services (CMS) release new premiums, deductibles, and coinsurance for Part A, Part B, and Medicare Part D incomerelated monthly adjustments every fall.

WHAT'S THAT ABOUT?



2024 Medicare Part B Deductible



deductible once each year.

The Centers for Medicare & Medicaid Services (CMS) release new premiums, deductibles, and coinsurance for Part A, Part B, and Medicare Part D incomerelated monthly adjustments every fall.

WHAT'S THAT YOU SAY?

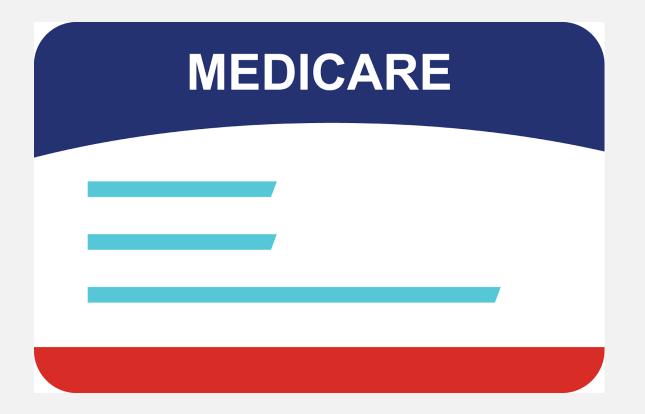


Medicare Part B deductible is \$240 before Original Medicare starts to pay. You pay this





2024 Medicare Part B Coinsurance



After your deductible is met, typically you pay 20% of the Medicare-approved amount for these services. There is no benefit period for Part B coverage.

The Centers for Medicare & Medicaid Services (CMS) release new premiums, deductibles, and coinsurance for Part A, Part B, and Medicare Part D incomerelated monthly adjustments every fall.

WHAT'S THAT YOU SAY?







Beneficiaries who file joint tax returns w/modified adjusted gross income
Less than or equal to \$206,000
Greater than \$206,000 and less than or equal to \$258,000
Greater than \$258,000 and less than or equal to \$322,000
Greater than \$322,000 and less than or equal to \$386,000
Greater than \$386,000 and less than \$750,000

Greater than \$500,000

Greater than or equal to \$750,000

IRMAA Brackets adjust based upon the 2003 Modernization of Medicare Act "The per average of the Consumer Price Index for all urban consumers (United States city aver ending with August of the preceding calendar year exceeds such average for the 12-r

ABOUT THE NUMBERS

Income-Related Monthly Adjustment Amount	Total Monthly Premium Amount
\$0.00	\$174.70
\$69.90	\$244.60
\$174.70	\$349.40
\$279.50	\$454.20
\$384.30	\$559.00
\$419.30	\$594.00
rcentage (if any) by which the rage) for the 12-month period month period."	



OOH NICE!

HEALTH MAINTENANCE ORGANIZATIONS (HMO)* Have their own network of doctors, hospitals and other healthcare providers who provide their services for a specific payment, which allows the HeMO to maintain costs for its members. Cost and choice are the 2 features that set HMOS apart from other healthcare plans. *Referrals are required.

PREFERRED PROVIDER ORGANIZATIONS (PPO)

Offer a network of healthcare providers to use for your medical care at a certain rate. Unlike HMO, a PPO offers you the freedom to receive care from any healthcare provider—in or out of your network.

SHOW MORE



HMO vs. PPO

Questions	HMO Health Maintenance Organization	PPO Preferred Provider Organization
How much will this plan cost?	Lower cost HMO plans typically have lower monthly premiums. You can also expect to pay less out of pocket.	Higher cost PPOs tend to have higher monthly premiums in exchange for the flexibility to use providers both in and out of network without a referral. Out-of-pocket medical costs can also run higher with a PPO plan.
Do I have to use a primary care physician (PCP)?	Yes With most HMO plans, all of your healthcare services are coordinated by your designated PCP.	No PPO plans do not require referrals for any services.
Do I have to get referrals to use another doctor?	Yes With an HMO, you must first schedule an appointment with your PCP and they will provide a referral to an in-network specialist.	No PPO plans do not require referrals for any services.
If I have a doctor or a specialist who is out of network, will I still be able to see him or her and have the costs covered?	No HMOs don't offer coverage for care from out-of-network healthcare providers. The only exception is for true medical emergencies.	Yes With a PPO, you have the flexibility to visit providers outside of your network. However, visiting an out-of-network provider will include a higher fee and a separate deductible.
Will I need to file claims?	No Since HMOs only allow you to visit in-network providers, it's likely you'll never have to file a claim. This is because your insurance company pays the provider directly.	Yes In some cases, you will have to pay a doctor for services directly and then file a claim to get reimbursed. This is most common when you seek services from out-of-network providers.

WHAT'S THE DIFFERENCE?!!!

Special Needs Programs (SNP)

A Special Needs Plan (SNP) is a Medicare Advantage (MA) coordinated care plan (CCP) specifically designed to provide targeted care and limit enrollment to special needs individuals. Individuals may have specific diseases, certain health care needs, or who also have Medicaid.

A SNP has all the benefits of a Medicare Advantage plan (including a prescription drug plan) and also has extra services specific to the type of plan.

There are three different types of SNPs:

- Chronic Condition SNP (C-SNP)
- Dual Eligible SNP (D-SNP) 2.
- 3. Institutional SNP (I-SNP)

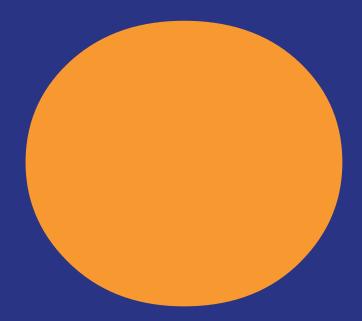


To be Eligible for a Special Needs Plan (SNP)

You must

- 1. Have Medicare Part A (hospital insurance) and Part B (medical insurance)
- 2. Live in the plan's service area
- 3. Meet the eligibility requirements for the SNP







C-SNP Eligibility Requirements:

You have one or more of these severe or disabling chronic conditions:

- Chronic alcohol and other dependence
- Certain autoimmune disorders
- Cancer (excluding pre-cancer conditions)
- Certain cardiovascular disorders
- Chronic heart failure
- Dementia
- Diabetes mellitus
- End-stage liver disease

- End-Stage Renal Disease (ESRD) requiring dialysis (any mode of dialysis)
- Certain severe hematologic disorders
- HIV/AIDS
- Certain chronic lung disorders
- Certain chronic and disabling mental health conditions
- Certain neurologic disorders
- Stroke

WHAT HEALTH CONDITIONS APPLY

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D-SNP Eligibility Requirements

• Be eligible for both Medicare and Medicaid.

D-SNPs contract with your state Medicaid program to help coordinate your Medicare and Medicaid benefits, depending on the state and your eligibility

DUAL ELIGIBILE MEAN?



I-SNP Eligibility Requirements:

You live in the community but need the level of care a facility offers, or you live (or are expected to live) for at least 90 days straight in a facility like a:

- Nursing home
- Intermediate care facility
- Skilled nursing facility
- Rehabilitation hospital
- Long-term care hospital
- Swing-bed hospital
- Psychiatric hospital
- Other facility that offers similar long-term, health care services and whose residents have similar needs and health care status as residents of the facilities listed above



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SPECIAL ENROLLMENT PERIODS —

You can make changes to your Medicare Advantage and Medicare drug coverage when certain events happen in your life, like if you move or you lose other coverage. The types of changes you can make and the timing depend upon your life event.



GENERAL ENROLLMENT PERIOD —

If you don't sign up for Part A (if you have to buy it) and/or Part B when you're first eligible, and you don't qualify for a Special Enrollment Period, you may have to wait until the Medicare General Enrollment Period (from January–March 31) to enroll and coverage will start July 1 of that year.

In most cases, you'll have to pay a late enrollment penalty for as long as you have Part B if you sign up during the General Enrollment Period. If you sign up during these months: January February, March; Your coverage will begin on July 1st

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ANNUAL ELECTION PERIOD (AEP)

AEP pertains to Medicare beneficiaries looking to change their current coverage Timing: October 15 to December 7.

Effective as of January 1st. Disenrollments effective December 31st.

STILL GOT

YOU CAN MAKE THE FOLLOWING CHANGES:

1. Change from a Medicare Advantage plan back to Original Medicare

- 2. Change from Original Medicare to a Medicare Advantage plan
- 3. Switch from one Medicare Advantage plan to another Medicare Advantage plan (with or without prescription drug coverage)
- 4. Join, drop, or switch a Medicare Part D (prescription drug) plan

If more than one application is submitted for a consumer during AEP, the last application received is the one that will be valid.

REALLY?

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MEDICARE ADVANTAGE OPEN ENROLLMENT PERIOD (MA OEP) MA OEP pertains to Medicare Advantage beneficiaries looking to change their current coverage. Timing: January 1 – March 31 with an effective date the 1st of the following

month after receipt of the enrollment request



You can make these changes to the way you receive your Medicare benefits: 1. Switch to a different Medicare Advantage plan

2. Switch to Original Medicare (Medicare Part A and Part B) and add a Medicare Part D (prescription drug) plan if desired (with or without prescription drug coverage)

KEEP IN MIND:

- If you have Original Medicare with or without Medicare Part D coverage, you **CANNOT** make any changes to your Medicare coverage during MA OEP.
- You can **only make a single change** during the MA OEP.

WOW!

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Available Election Perio

		JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST
	Annual Enrollment Period (AEP)	During AEP, cor	nsumer can make a	a new plan choi	ce. Any type of pl	lan can be select	red.		
	Medicare Advantage Open Enrollment Period (MA_OEP)		MA-OEP 1/1 - 3/31		to disenroll fr	rom an MA plan a rolled in stand-al	ers may have an and obtain cover Ione PSP plans a	age through Or	iginal Medicare
								NEWLY ELIGIBL y 1 – March 31st	E
AVAILABLE ELECTION	MA-OEP Newly Eligible (MA-OEP NEW)	Newly eligib	le consumers who	enroll in an MA	Plan during thei	r IEP/ICEP can us	se MA-OEP Newl	ly Eligible, but or	nly during the f
PERIODS						SPECIAL ENRO	OLLMENT PERIOI January 1	DS (SEP) & INST – December 31:	
	Special Enrollment Period (SEP)	Qualifying m have a quart	nembers can make cerly (not monthly)	changes outsic opportunity to o	le of the AEP in a change plans wit	iccordance with hin the first nine	applicable requir months of the c	rements. For exa calendar year. Fo	ample, Dual-eliq r DSNP, the ch
							January 1	– December 31:	st
	Newly Eligible (ICEP / IEP)		nembers will have 5 ing 65). If a qualifyi						

NOTE: Members of MA-Only coo If they enroll in a stand

OVERVIEW -

ST SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
		AEP 10/15-12/07	
through March 31 to swite are (with or without a sta Enrollment Period electic	nd-alone PDP).		
ne first three months afte	r the start of Part ,	A and Part B.	
ZED (OEPI)			
eligible or LIS-eligible co change cannot be made			tatus may
Parts A & B eligibility, or t B start date.	he month they tu	ırn 65 (or date of dis	sability, if
rdinated care plans (HM l-alone PDP, they will be o	O, POS, PPO) <u>canı</u> disenrolled from tı	<u>not</u> also enroll in a s heir MA-Only coord	stand-alone PDP. linated care plan.





Turning 65 and either you or your spouse is still working, and have health coverage through their employer.

You may decline Part B and decide to enroll at a later date, without having to pay a late enrollment penalty as long as you're eligible for and enroll in Part B during a Special Enrollment Period. If you wait to enroll in Part B because you or your spouse are working and have group health coverage through an employer or union based on this current employment, you can enroll during a Special Enrollment Period. You can sign up for Part B during one of these times:

- Any time you're still covered by an employer or union group health plan, through your or your spouse's current or • active employment
- During the 8-month period that begins the month after the employer or union group health plan coverage ends, or when the employment ends (whichever is first)

Note: If you're still working and plan to keep your employer's group health coverage, you should talk to your benefits administrator to help you decide when you should enroll in Part B. When you sign up for Part B, you automatically begin your Medigap Open Enrollment Period. Once your Medigap Open Enrollment Period begins, it can't be changed or restarted. For more information on Medigap, visit Medicare.gov/publications to view the booklet "Choosing a Medigap Policy: A Guide to Health Insurance for People with Medicare."

WE HAVE ANSWEDS





More FAQ:

What is an HSA?

A Health Savings Account is a type of savings account that lets you set aside money on a pre-tax basis to pay for qualified medical expenses. HSAs work with HSA-eligible health plans to allow you to pay for qualified medical expenses. HSAs offer triple tax savings:

- You can contribute pre-tax dollars.
- You pay no taxes on earnings.
- You can withdraw the money tax-free now or in retirement to pay for qualified medical expenses.

What do I need to know about Medicare and my HSA?

If you're currently contributing to your HSA and you plan to start your Medicare coverage the month you turn 65: Make sure all HSA contributions end before your 65th birthday month. If your birthday is on the first of the month, make sure you stop your contributions by the beginning of the month before your birthday month.

It's important to understand the implications of Medicare enrollment for future HAS contributions. You could be subject to tax penalties if you make HSA contributions after you enroll in Medicare or when your Medicare coverage begins.

When you enroll in any form of Medicare, neither you nor your employer should continue contributing to your HSA. If you enroll in Medicare after turning 65, your coverage can become effective up to 6 months earlier. You and your employer will need to end your HAS contributions up to 6 months before enrolling in Medicare since Medicare back dates your Part A coverage from the date you enroll.

WE HAVE EVEN MORE ANSWERS

