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Note: please call or email...

I do not guarantee text responses!

Playing minigolf at Turkey Hill Ranch Bible Camp

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Medicare Annual Enrollment - October 15th - December 7th

(All Part D and Advantage Plans may switch and start January 1 for the year)

***** MEDICARE PLANS auto renew! *****

- If you NEED to do something – I will call you! (i.e. a plan ending)

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- **SPECIAL NOTE – To my Arizona, Florida, Missouri and Nebraska clients... I decided to send my big Colorado newsletter. Although the plans and numbers will be different, the overall info should be helpful. If you want to change or have questions... CALL OR EMAIL ME!**
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GREETINGS!!!

My first year volunteering through the summer –

I was in West Virginia and Missouri working at camps this summer. The picture above is actually a new 9 hole mini golf I built for the camp in Missouri. In the back ground is another 9 holes I redid for them this summer. The pic is great with different neon paints... but for a newsletter not worth the cost of color printing! 😞

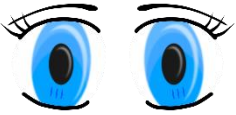
I am still a FULL time agent and was able to call clients every other day (had to go to certain places to get coverages at times!) Summer is my least busy time of the year in my business (calm before the AEP storm) and we are hoping to continue working, teaching and helping ministries in wherever and whatever God leads us!

Arielle (my golfing daughter) took advantage of the COVID bonus year and joined the Missouri State golf team in Springfield. She has 2 years of eligibility and came in 3rd at conferences and almost led her team to the NCAA regionals. The team missed by 1 stroke. She is pursuing a Masters in religious studies.

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Big this year –

- Bright Health Advantage has pulled out of Colorado. If you are on that plan CALL ME!!! If you know anyone on a Bright Health – have THEM call me!! **You are now eligible to get anything you want.**
- Almost every Advantage plan is offering dental... and it is finally really worth looking at!!
- Rate changes on some RX plans and formulary changes.



PLEASE READ the newsletter!

(Note: I decided against hiring anyone this year, I will do all appointment setting myself!)

Have a quick question?

Email (bradkeating@comcast.net) or call my NEW direct line **719-244-2857**

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Want me to check your RX?

Email me a list of your RX and I will respond – if needed we can set up an appointment

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If after reading the newsletter – you want to talk about switching (or you know you want to switch)...

SET AN APPOINTMENT: 719-244-2857

+ For the most flexible times and Springs clients – office is easily accessible.

+ I will drive to your home if needed (if outside of Colorado Springs or homebound).

- WHATEVER you are most comfortable with – I will do!!!

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Medicare Annual Enrollment - October 15th - December 7th

(All Part D and Advantage Plans start January 1, 2023)

REMEMBER the RULES!!

| <u>Your current Product</u> | | <u>New Product</u> | <u>When able</u> | |
|------------------------------------|----|---------------------------|-------------------------|-------------------------|
| Supplement (plan F, G, N) | to | Supplement | ANYTIME | (Must Health qualify)** |
| Supplement | to | Advantage Plan | Oct. 15 - Dec. 7 | |
| Advantage plan | to | Advantage Plan | Oct. 15 - Dec. 7 | |
| Advantage plan | to | Supplement | Oct. 15 - Dec. 7 | (Must Health qualify) |
| RX plan | to | RX plan | Oct. 15 - Dec. 7 | |

* **Supplements do NOT change benefits!!** There is no annual enrollment for them. They just go up in price every year, but nothing you need to do unless unhappy.

* If you are thinking about changing from an Advantage Plan to a Supplement, I recommend applying for the Supplement by early November.

ADVANTAGE vs SUPPLEMENT (The WAR is on!)

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

Turning 65 clients 57% of my clients choose Supplement
43% of my clients choose Advantage

- Dozens and dozens of households are split (1 takes a supplement and 1 takes an Advantage)

MOST agents push either Advantage or Supplement.
I am proud of the fact that I help clients understand the benefits AND the detriments of each plan. Allowing my CLIENT to choose what is best!

First, the specifics...

- NO Advantage plan has everything... if strong with some things, will be weaker in others.

Supplement Plan G

vs

Advantage Plan

\$0 doctor co-pays
\$226 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

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

ALL plans offer Fitness club
DENTAL is now included with most plans!!!
- \$1000 to \$4000 depending on plan

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 \$
\$500 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 (**\$3400 - \$7500**)
\$0 (no premium)
BE PAID to have a plan (up to \$103 a month!)

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

Medicare ADVANTAGE Plans

- **Plans that stay in state will AUTO renew and there is **NOTHING** you must do.**

You should always read your "Changes in Benefits" from the company.
This will have important info about specific changes that may affect your situation (RX tiering, etc...)

Here is the list of companies I am licensed, appointed, tested and "Ready to Sell" Advantage Plans in 2023:

| | |
|-----------------------|------------------|
| AARP-UnitedHealthcare | Anthem |
| Humana | Clear Spring |
| Devoted | Cigna |
| Aetna | Wellcare/Centene |

The STATS – the current companies my Advantage clients are with:

| | |
|-----------------------|--|
| UnitedHealthcare/AARP | 58% |
| Bright | 22% (has pulled out for 2023 – MUST change!) |
| Humana | 13% |
| Clear Spring | 4% |
| Aetna | 3% |
| Anthem | <1% |

New for 2023:

DENTAL SELLS!!!



This year – almost every plan has COMPREHENSIVE DENTAL!

Even the behemoths of UHC and Humana have upped the ante and the lowest base is \$1000+ comprehensive with current plans (PLEASE read your summary of benefits sent from company about it).

Many plans have \$2000 - \$3000 in comprehensive benefits.

And some of the networks are BIG (Unlike the disaster of Bright Health's dental), or open to any dentist!

It looks like good dental is finally here and not going away anytime soon!

"Flex" or "Benefit" cards – Several of the companies are using a specific card or enhancing the membership card to get your extra benefits (should be handier). Some will have a barcode on the back to go into stores to use. It is new, which means there will probably be hiccups. Everything should come to you in the mail. Read the material on how to use... call the company about anything specific.

OVERALL:

- By CMS rules, I'm not allowed to discuss any specific benefit from any plan on a newsletter.

The 2 behemoths (UHC and Humana) are realizing they need to offer better dental as they have lost market share and the competition is getting quite competitive. Big names in other places like Aetna and Cigna are trying to gain market share in Colorado with a better product. And as with Bright, the newer and less known companies need to have the best plans to pull people away from the better-known companies. But the pot of gold (Medicare payments) is only so big. Bright health couldn't make it. Yet there are newer companies like Clear Spring and Devoted coming in to gain market share and seem to be doing well in other markets.



OVERALL (continued)

How should YOU (my client) choose which company and plan is best???

1. **Networks/Systems** - If you go to specific doctors and don't want to switch... then only certain plans will cover (I will help). If you don't care what doctors or are willing to switch – then any plan works.
2. **PPO/HMO/HMO-POS** - HMO's will have better plans because they limit and can control costs through the systems and networks (co-pays are lower or extra benefits are better).
PPO's are basically nationwide plans and don't need a referral.
HMO-POS is still an HMO but does give options to go out of network (doctor refers – and make sure by calling company)
In general, having the better plan of an HMO works for most people. A PPO can be good for those with a 2nd home in another state, or just hate the referrals.
3. **RX** - If you are taking a high cost RX, definitely need to check which plan works best for your RX (I will help you with that). If not – this won't be that important.
4. **Maximum out of pocket** – This amount can range from \$3200 to over \$7,000. The percentage of clients that actually hit the maximum is low. However, it can be thousands of dollars difference between plans if you do. This can be a give and take benefit - higher maximum for better extra benefits or low co-pays.
5. **Dental and Extra benefits** - Just 2 years ago, I would tell people it might be worth \$200 - \$700 extra a year in your pocket. Sure, it's nice, but not a reason to pick a plan. That has changed. If you have major dental work planned, one plan can be a couple thousand dollars better than another plan! Almost all the plans have Over The Counter (OTC) benefits that are really nice. All have gym memberships and UHC-AARP covers Lifetime Fitness! Vision is still not that great... but into the hundreds of dollars. Hearing Aids can be covered. REMEMBER – NO ONE PLAN has it all. To be strong in some things means it must be weaker in others. Picking plans based mainly on Dental and Extra Benefits can be unwise, but can also be one of the factors. Again, I'm here for you!
6. **Company star ratings and market share** (This is where it gets tough for me.)
 - First, there is a general way the plans go. The companies with biggest market share tend to have the plans with least benefits. However, I rarely get complaints about them and all the doctors know those companies and how they work (doctors can like or dislike plans/companies for their own reasons). UHC has been dominate on the front range and in particular south Denver and Springs so I have a lot of clients with them. Humana was the top plan (in my opinion) for some years with UHC.
 - Big name companies trying to break into the market will have a little better plan (in my opinion). But they may not be as popular with doctors here. Aetna for example, is huge in Nebraska. And I get little to no complaints. But they don't have much market share here.
 - Then the upstart or newer companies like Devoted or Clear Spring must have the best plans (in my opinion). Why? If Devoted has basically the same benefits as UHC-AARP, would you go with the no name company or the proven one that all doctors know?

There is the dilemma... strong company in the area or better plan that might have issues???

 - Other than the dental benefits this year –

THE CHOICE IS ALWAYS YOURS with me as your agent. I will tell you the truth – interject my “opinion” when necessary and help you figure out what is best for you!

- **If you haven't tried an Advantage before or want to try a different company – CALL ME!!!**

Medicare Supplements

ALL supplements auto-renew and there is NOTHING you MUST do.

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The STATS - The companies my clients are with:

| | |
|-------------------------|-----|
| Accendo (Aetna/CVS) | 47% |
| UnitedHealthcare (AARP) | 22% |
| Mutual of Omaha/Gerber | 15% |
| Anthem | 10% |
| Cigna | 4% |
| All others | 2% |

Why so many companies and what does this mean?

- Rates are dependent on Male/female, age, married, smoker/non-smoker and Denver/rest of state.
 - At any given time there may be 3 different companies with the best rate in the state based on one of the given criteria. Company bias and preference can motivate a client to pick a specific company.
- There is always a rotation of companies with the lowest rate for a period of time, then rates rise because of clients aging and health costs. New companies come in with lower rates and clients start picking them. Eventually rates go up enough they switch to a new company – or go to an Advantage Plan.
- 2 years ago when Colorado allowed clients to move to a plan G with no health questions, Accendo had the best rate by far of the A rated companies. So a lot of clients picked Accendo-Aetna at that time.

LATEST company pricing/news:

The 3 big companies (Accendo-Aetna / Anthem / UHC-AARP) are all still well priced and should be good for at least a couple more years.

- Anthem and UHC have announced their rate increases for 2023, Accendo has not yet sent out new rates.
 - Anthem is lowest in most areas... but not in all cases.
- Anthem was good several years back, then has gone up steadily. They restructured their plan G with a gym membership. Some clients have the old, but the new plan is my top selling company currently.
- If married, Aetna can be the lowest price.
- NEW COMPANY I just signed up with is the lowest now in the state. It is a B+ rated company. It can be \$10 - \$20 cheaper than A rated companies. Probably not worth switching from the big 3 yet.

Which company is best?

- Generally, all companies MUST follow what Medicare says, so there should be NO difference, although UHC and ANTHEM offer the gym membership currently (this can change at anytime).
- I have had some complaints with ACCENDO (Aetna-CVS) which is not good... but I have a LOT of clients with them.

WHEN SHOULD I LOOK AT SWITCHING???

IN GENERAL:

- If you are paying more than \$200 a month... time to **call or email** me and check!
- If you have plan N and are paying more than \$150 a month, time to call or email me.



Part D – RX plans

- ALL Part D Plans AUTO renew, you do NOT need to do anything if you are keeping same plan!

* **PLEASE! READ your booklet of changes** from the company. If you take a NAME BRAND RX you need to look at the tiering and make sure what your cost will be. If you need help, email or call me.

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The STATS - The companies my clients are with:

| | |
|------------|-----|
| Humana - | 53% |
| Wellcare - | 30% |
| UHC/AARP - | 13% |
| Aetna - | 4% |

Why only 4 companies?

** In the past 10+ years, almost all RX were covered by these 4 plans either best or close to it. The amount of work for me to get certified through licensing and testing to sell one or two plans was (and is) not worth it.

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OVERALL – Wellcare went down even more (\$3.50), and Humana Wal-mart went up (\$36.50).

One new company (Clear Springs - \$17.60) making a market push. They seem to have the best rates for several of the major name brands. But it is a newer company.

- If you are taking no medications or just 1 or 2 generics, may be time to switch off of Humana, but will need to switch to a new pharmacy, which I know can be a pain. Whatever you want – I’m here for you!!

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Eliquis vs. Xarelto – (The continuing saga)

- Xarelto is still covered well by Wellcare (\$3.50) and AARP Walgreens (\$30.90)
- Eliquis is the RX that is difficult for whatever reason. NOTE – The 2 plans from last year that covered it the best – Wellcare (\$3.50) and AARP Saver (\$44.00) do NOT cover Eliquis well at all this year!!!
If you are on either of those plans because of Eliquis... you should either switch plans or you will need to talk to the doctor about switching to something different.
- This year – Eliquis is best covered by a new PDP plan from Clear Springs (\$17.60), Cigna or the Wellcare (\$36.20) plan. The Humana (\$36.50) is “okay” and in the top ten.

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Here are the plans with their PREFERRED pharmacies:

- Wellcare –** Costco, CVS, King Soopers, Safeway, Walgreens
- Silver Script -** Costco, CVS, King Soopers, Safeway, Walmart/Sams
- Humana Walmart -** Costco, King Soopers, Walmart/Sams
- AARP-Walgreens -** Walgreens

MAJOR NOTE – This is based on the Medicare site as of October 1 when plans were released. It is always possible Medicare site has mistakes and/or formulary changes. CHECK your company booklet for your RX.

Latest Medicare News



“Get the most out of your Medicare”

Remember that television ad for the last few years?

Thanks to them, CMS has decided ALL agents need more regulation. Whether all agents are crooked or all seniors are fools... CMS has come to the rescue and now ALL phone calls dealing with Advantage or RX plans MUST be recorded. If you refuse to be recorded – all agents must hang up. This includes the idiotic ones from the Ads (who caused this), company agents if you call in to a company or even me. A face-to-face appointment only requires the Scope of Appointment form that everyone signs with me (and are stacked on my shelf behind me in case I ever get audited by CMS).

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Medicare rates are dropping! (...or is it a drop in the bucket?)

2023 monthly cost - \$164.90 +

2023 Part B deductible - \$226 annually

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Want to know what Medicare covers?

Download Medicare’s official “What’s Covered” app — available for free on the App Store and Google Play. Go to Medicare.gov website to download.

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On the lighter side:

One of my clients got a new “Senior GPS” App. It not only shows the way you want to go, it tells you why you went in the first place!

You know you are old when...

- you’re told to slow down by your doctor and not the police.
- oxygen masks drop from the ceiling when your birthday candles are lit
 - and the candles cost more than the cake!
- the rocking chair feels like a roller coaster
- your little black book only has names ending in M.D.

Good old modern times... a senior helped a teen cross the street while he was staring at his phone.

At a senior recreation room – a beautiful, perfectly toned woman came in to teach the class. One of the seniors leaned over to his buddy and said, “I wish I was 20 years older”. Surprised, his buddy says “you mean 20 years younger”? “No, if I was 20 years younger, I’d still have no chance with her... but if I was 20 years older I wouldn’t care.”

Lifetime INCOME!!!

PROTECT YOUR



If you are over 65...

- **not more than 35% of your money should be in the markets!**

If you have an IRA or 401K losing money fast – or any other retirement, CD or just money sitting around...

- Move it to where you can get a guaranteed lifetime income!

Fixed Annuity rates are going up fast!!!

Every week I get several news releases with annuity increases.

5 year annuities – Nearing **5%**

3 year annuities – around **4½%**

2 year annuities – nearing **4%**

If you have money sitting around, park it where you won't be taxed every year!

** Having a steady income stream is considered by many financial planners the #1 focus for a successful retirement.*

** Every Client should consider having a "personal pension" in*

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