

# Medicare Options:

**Part A** – Hospital Coverage (free)

**Part B** – Medical (Doctor) Coverage (\$164.50+ 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 (\$12,000+ 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

(\$226 annual deductible)

No bills except the first \$226 doctor a year

**Plan G is same cost each month no matter the illness – (except \$226 a year)**

COST =

## **Medicare Advantage**

(Part C)

**Maximum Out of Pocket - \$3,200-\$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

- Some PPO’s are nationwide

“Local” area

(Network only)

Primary Doctor

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

EXTRA Benefits include- (all have gym club inc)

**Dental - \$1000 - \$5000 comprehensive**

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

Vision / Acupuncture / Misc healthy living

COST =

## **PART D- Prescription Coverage**

\* Plans and coverage vary per company – I have plans starting at **\$0 monthly!!!**

- 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: 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)**

**Any hospital**  
**No co-pays for hospital/surgery**

A couple plans are offering Fitness club  
No Dental

No extra benefits

Part D is separate and extra \$  
\$500 deductible with most Part D

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

### **BEST FOR:**

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

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

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

ALL plans offer Fitness club  
**DENTAL is now included with most plans!!!**  
- **\$1000 to \$5000 depending on plan**

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

Can be \$0 up to a maximum (**3200 - 4500 - 7500**)  
**\$0 (no premium)**  
**BE PAID to have a plan (up to \$103 a month!)**

### **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