

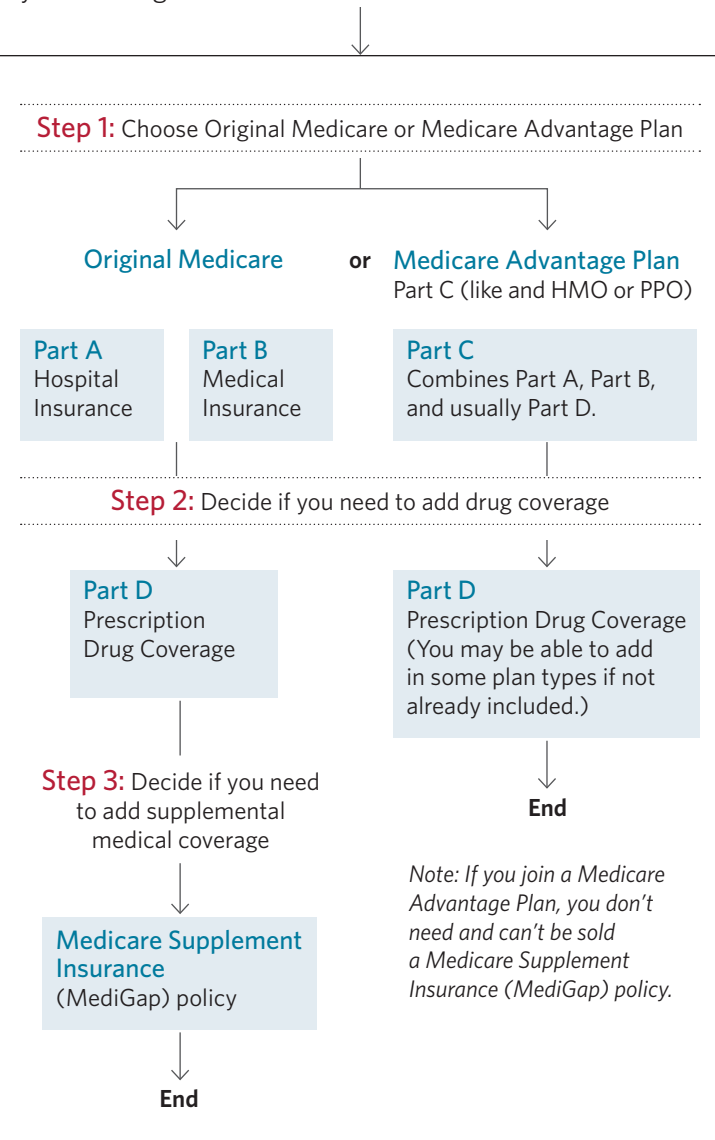
Time to sign up...

sign up!



## Your Medicare coverage choices at a glance

There are two main ways to get your Medicare coverage: **Original Medicare** with or without a **Medicare Supplement (MediGap) Plan** OR a **Medicare Advantage Plan**. Use these steps to help you decide which way to get your coverage.



## Parts A and B

OK. By now, you have researched your options and now it is time to talk to a certified independent insurance agent about which plans will work best for you. It's 1 to 3 months before your 65th birthday and it's time to sign up for Medicare coverage!

If you are already receiving Social Security benefits, you will automatically be enrolled in Part A and Part B. You will have the option to decline Part B if you are enrolled in an employer health plan that has 20 or more employees.

**If you are not receiving Social Security benefits, you will want to contact your nearest Social Security office to sign up for Medicare Part B coverage.**

Below is a summary of Initial Enrollment Periods for the various Medicare Parts and for Medicare Supplement (MediGap). *To avoid penalties, it's important to sign up during the Initial Enrollment Period.*

## Initial Enrollment Periods

- Part A** Total of seven months: 3 months before, the month of, and 3 months after your 65th birth month.
- Part B** Same as Part A with certain exceptions\*  
NOTE: If you do not sign up during the 3 months prior to your birth month, Part B coverage will not go into effect when you turn 65 years old.
- Part C** Same as Part A with certain exceptions\*  
Be sure to speak with a Certified Independent Broker to review exceptions\*
- Part D** Same as Part A, if you want to avoid penalties for late enrollment.

## Medicare Supplement (MediGap)

6 month period following the month you are both aged 65 AND enrolled in Part A and B.

## Before Signing Up!

Before you sign up for your Medicare plan, don't ignore the most important resource available to you...us! We are here to consult with you about your Medicare options.

- We're independent — we represent many great insurance companies.
- We're knowledgeable.
- We have your best interest in mind.

Please call **Michael King** or **Helen Pleszewicz**, (585) 224-8138 today for your no obligation, free Medicare consultation.



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## Navigating and Benefiting in the Medicare Universe



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educate!



We hope this informational brochure will be of help to you in planning for your approaching milestone... Medicare eligibility!

Our goal is to simplify, demystify and make Medicare easy. We'll explain your choices so you can make the best decision for your health and life circumstances.

### What is Medicare?

Original Medicare is the health insurance program available to all people aged 65 and older, and is available to people younger than 65 with Social Security/disability qualifying conditions. The first person to sign up for Medicare coverage was Harry Truman.

While this valuable program helps with your healthcare costs, Medicare does not cover all your medical expenses.

There are coverage options which will pay 100% of the following...hospitalizations, surgeries, doctor visits, diagnostic tests, etc. But original Medicare does not.

### The 4 Parts of Medicare + Medicare Supplement (MediGap)

You may not know it, but Medicare isn't just one big program. It has parts. Some parts are run by our federal government. Some are administered by private companies. Below is a brief description of each of the 4 parts plus MediGap.

#### Administered by the Government

**Part A** is hospital insurance. It helps pay the bills to the hospital, skilled nursing facility (if needed after hospitalization), a part of home health care and hospice care.

**Part B** is medical insurance. It helps pay for your doctor bills and other outpatient medical services, as well as supplies not covered by hospital insurance.

**Part C** plans are also known as **Medicare Advantage Plans** and are available in most areas. You might know them as Health Maintenance Organization (HMO) or Preferred Provider Organization (PPO) type plans. All companies offering Part C plans have a contract with the federal government and are overseen by the government agency, Centers for Medicare and Medicaid services (CMS). Part C plans offer all the services of Parts A, B and usually D.

**Part D** is a **Medicare Prescription Drug Plan**. It was enacted to help you pay for your prescription medications. You sign up for your Part D coverage through a private insurer. As with Part C, Part D plans are overseen by CMS and companies offering Part D, hold contracts with the government. In New York State, the Elderly Pharmaceutical Insurance Coverage program (EPIC) helps to save you money on the cost of your prescription drugs by supplementing your Medicare Part D plan.

### And don't forget Medicare Supplement (MediGap) Plans

Medicare Supplement (MediGap) Plans offer coverage for what Medicare Part A and B do not cover. There are many different levels of Medicare Supplement plans available from insurance companies. These plans typically offer a higher level of benefits than Medicare Advantage plans.



assess!



### Assess Your Options: Compare the Plans

Now you have a basic understanding of the 4 parts of Medicare and Medicare Supplement (MediGap) coverage. It's time to assess your options and decide which plan is best for your personal circumstances.

One of the first things you need to think about is your budget. What you can afford to spend on healthcare will point you toward the best option for you.

#### Costs

**Part A** Usually no cost to people 65 and over or on Social Security/Disability for at least two years.

**Part B** \$170.10 monthly premium for most people (higher premiums for high income enrollees)

**Part C** Plan premiums vary from \$0 on up, depending on the company you choose, area in which you live and coverage options you select. You must continue paying your Part B premium. Deductibles and co-pays may apply.

**Plan D** Monthly premiums vary, plus annual deductible and co-pays. Premiums, deductibles, co-pays and drugs covered vary from company to company. (higher premiums for high income enrollees)

**Medicare Supplement (MediGap)** If you travel frequently or have frequent doctor visits and co-pays, these plans provide comprehensive coverage and great value. (A Certified Insurance Broker can advise you on all plans and costs available in your area.)

#### Coverage

Another important consideration is how much coverage each plan offers. You might save on your monthly premiums, but if you end up paying a large deductible and co-pays, those savings can evaporate in a hurry! Below are deductibles and co-pays/co-insurance for Part A and Part B.

**Part A** Deductible \$1,556 per benefit period  
Co-Pay/Co-Insurance Hospital days 61-90 are \$389/day  
Hospital days 91+ are \$778/day; you only have 60 of these lifetime reserve days to use; after that, you pay all costs for hospitalization you pay entire cost — days 150+

**Part B** Deductible \$233 annually  
Co-Insurance 20%

**Part C & D** Because deductibles and co-pays vary by insurance carriers, you will want to speak with an agent about the Part C and Part D options available in your area. In all cases, Part C is required to offer the same coverage as traditional Medicare and many times, they offer more benefits for the same or less cost.

### Health and Lifestyle

Take a look at your current health. Ask yourself, and perhaps your doctor, what the chances are that you'll be hospitalized or incur large medical bills in the next year. One choice for you is to select a plan with higher co-pays and deductibles. These plans usually offer lower premiums. If you have significant health concerns, you might instead opt for a plan with a higher premium, but has little to no out of pocket expenses for healthcare visits.

Consider your lifestyle also. Do you have a comfortable nest-egg or do you struggle to pay bills? If you travel, do you visit foreign countries, travel in the USA or just stay home?

The good news is that no matter which option you choose, there is an annual period where you are allowed to change your coverage to another type. So, you are not locked in forever.

### Consult an Expert for free

It is our job to advise and help you find the right plan. There is no cost to you for our time and ongoing service and consultation. It's a lot like doing your own taxes...sure, you can do it yourself, but it can get costly if you make a mistake!