

# Medicare Additional Offerings

There are a variety of ancillary (other) services available to Medicare recipients. The most common are dental, vision and hearing. These are not included in original Medicare but do come with most Advantage plans. If you selected to stay on original Medicare with a Supplement plan which covers roughly 20% of medical costs that Medicare doesn't, you will have to buy separate plans to receive this coverage just like having to buy a prescription drug plan.

If you select a Medicare Advantage plan, you probably have these, and other benefits not offered by original Medicare.

There are many other ancillary benefits not offered by Medicare and most Advantage plans. Some of the most popular are, short term insurance, hospital insurance, cancer coverage and death benefits. In many cases these are just a form of term life insurance that would provide a cash payment based on the plan that you select.

There are too many options to mention in this article, so my goal is to do a quick overview of additional coverage that is available.

Personally, I have had cancer coverage for many years. It is very affordable, about \$20-30 per month. Recent statistics show that 50% of those that get cancer are over the age of 60.

Recently, a friend of mine required a hip replacement. This surgery which normally would cost \$30,000 to \$40,000 for a total hip replacement didn't cost her anything based on the Medicare Advantage plan she was on. I realized how fortunate she was to have the Medicare Advantage plan she enrolled in.

In the past, I have been reluctant to mention additional insurance coverage to my clients that I enrolled in a Supplement or Advantage plan. I now realize that it is my job to make people aware of additional protection available to them. They can decide if additional coverage is in their interest and fits into their budget.

Lastly there is a product called, “Final Expense” which allows someone to make their own funeral arrangements and prepay them. Perhaps it’s because I personally don’t care to think about my “final expense” but again, this is not my decision. Each client should have the option of knowing that there is a product that would cover expenses when they are gone and not leave these decisions to their family members.

I have just mentioned the ancillary products that most folks are interested in and admit that in the past I haven’t made my clients aware of these options unless they asked about them. I think it was because I felt uncomfortable “selling” more coverage but now based on recent experience, I believe I owe it to all my clients to make them aware that more protection is available at reasonable prices should they feel the need.

Medicare offers wonderful protection for those that have medical needs, but it doesn’t always cover everything. There are ways to increase your protection. Ask me and I would be happy to go over your options.