



# MEDICARE SUPPLEMENT Insurance

from Physicians Life Insurance Company  
a member of the Physicians Mutual family



Physicians  
Mutual®

Insurance for all of us.®



Since 1902, the Physicians Mutual family has empowered people like you to face life's financial challenges with confidence.

# FEEL GOOD

about retirement.

**Are you looking forward to retirement – but not to the decisions you'll need to make about Medicare?**

You're not alone.

We know how confusing it can be. For over 50 years, shortly after Medicare began, the Physicians Mutual family has offered Medicare Supplement insurance options to hundreds of thousands of Americans. People – like you – who feel overwhelmed by all their choices for coverage in retirement. We've been here for them. Listening. Answering questions. Empowering them with the guidance they need.

You, too, can count on us to be by your side. So when it's your turn, you can look forward to making decisions about your retirement with confidence.



"I absolutely tell my friends and family members who are turning 65 to call the Physicians Mutual family. I give them my agent's phone number and say to them, 'This is the company you need to consider.' In fact, I've encouraged my sister and brother-in-law to switch to your company for their Medicare Supplement coverage."

Toni G., Texas  
Member of our family since 2010

# Health care costs a worry? You're not alone.

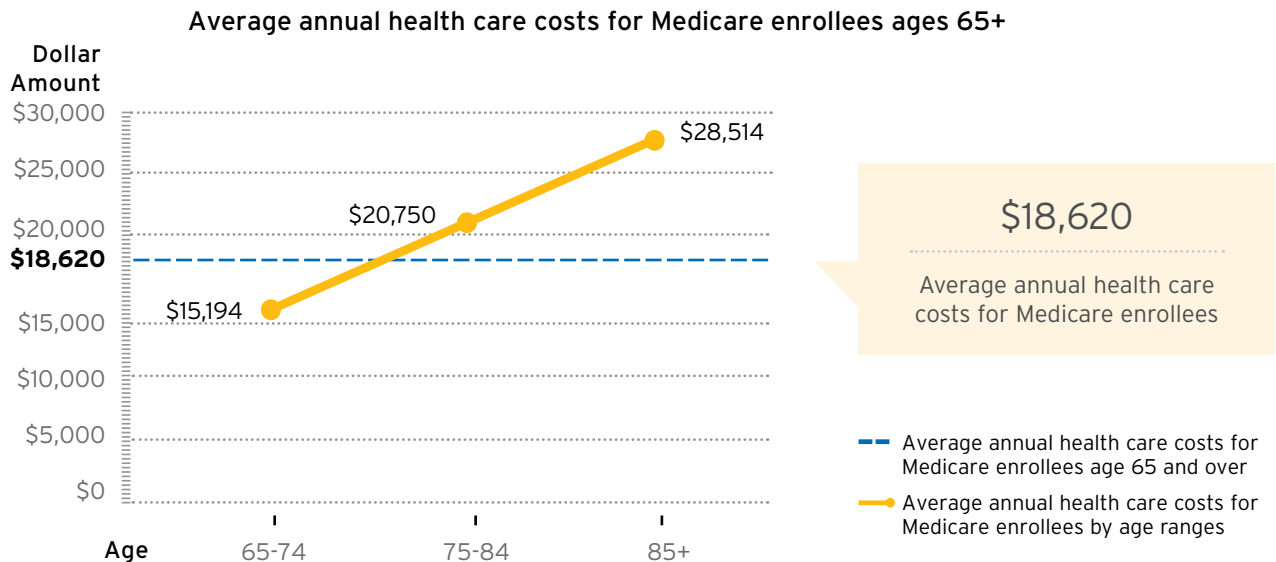
Medicare is great, but it was never intended to pay all medical expenses.

## Here are just a few medical expenses you may be responsible for with Medicare:

- The Medicare Part A Deductible
- The Annual Medicare Part B Deductible
- Generally 20% of covered Medicare-approved charges in excess of the Part B Deductible
- Unassigned Part B claims in excess of the Medicare-approved amount (not to exceed the limiting charges)

Just over 50% of seniors' health care costs are paid by Medicare. The average Medicare recipient, aged 65 and over, has more than \$18,620 in yearly health care costs.\* That's where Medicare Supplement coverage from Physicians Life comes in. It helps pay Medicare-approved services not fully covered by Medicare.

Average health care costs tend to increase as people age – because people are more likely to need health care services, and those services get more expensive each year.



## Annual health care costs shown above include:

- Physician Services
- Prescription Drug Charges
- Outpatient Hospital Care
- Inpatient Hospital Care
- Home Health Care
- Preventive Services
- Short-Term Institution Care
- Long-Term Care Facility Costs
- Hospice Care and more

\* "Medicare Current Beneficiary Survey," Centers for Medicare & Medicaid Services, (Released in September 2020 in the "Older Americans 2020 Key Indicators of Well-Being"). Data is inflation-adjusted to 2017, using Consumer Price Index.

# Coverage you can count on.

With a Medicare Supplement insurance policy, you ...

## Get protection that can pay:

- The Medicare Part A Deductible
- The Annual Medicare Part B Deductible (if eligible)
- The 20% of covered Medicare-approved charges in excess of the Part B Deductible
- The unassigned Part B claims in excess of the Medicare-approved amounts
- Preventive care service charges not covered by Medicare (See inside for details)

## Choose your own physician

You'll always have the freedom to choose your own Medicare-approved doctor or specialist without a referral or prior approval. It's your doctor, your choice!

## Choose the hospital you want

You can go to the Medicare-approved hospital you want – it's up to you!

## Get reliable lifetime coverage that keeps pace with Medicare

You can feel secure with lifetime coverage that is guaranteed renewable as long as you make on-time premium payments. Only you can cancel your coverage! Plus, your coverage will increase to match rising Medicare deductibles and co-payments - so you never have to worry. (Premiums may be adjusted accordingly to reflect those increases.)

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**As your annual health care costs increase, a Medicare Supplement plan can help pay bills Medicare doesn't.**



Your benefits will increase to match rising Medicare deductibles and co-payments year after year – so you never have to worry.





# Why people like you choose Physicians Life.

Our preventive care benefit – it helps keep cash in your pocket.

## Preventive care – key to a happy retirement

You can't control everything. We get it. But, you can control how you take care of yourself. That means getting preventive care when and how you may need it. With Innovative Plan F or Innovative Plan G, you don't have to worry.

As our customer, you can collect benefits for covered routine physical exams, immunizations and health screenings not paid for by Medicare. Best of all, you'll never pay anything for these covered preventive care services.

**We're one of the few companies that covers preventive care - and, unlike others, we don't limit the dollar amount of preventive benefits you can receive.**

You are your own best advocate, and we're here to help you.

## Preventive care is an important part of your health care program

It's no secret preventive care is important. It's often easier and less invasive to treat conditions when they are caught early, than later, when treatments are likelier to be lengthier and more expensive.

"An ounce of prevention is worth a pound of cure." Perhaps no where is that more important than with healthcare and its costs. Consider why our preventive benefits matter.

- **Chronic diseases such as cancer, heart disease, diabetes and others are the leading impacters of health care costs in the United States.\*\***
- **7 out of 10 deaths in the United States are caused by chronic diseases.\*\***
- **5 out of 10 adults in the United States have been diagnosed with a chronic disease, which are classified as preventable in the medical community.\*\***
- **Nearly 50% of U.S. adults have high blood pressure.+**
- **Having health insurance and a health care provider increases the use of preventive services and screenings.+**

## The Preventive Care services Medicare does and doesn't pay

As good as Medicare is, it simply doesn't cover everything. Importantly, Medicare provides benefits for a "Welcome to Medicare" visit, as well as yearly preventive visits.

How Medicare pays for preventive care falls into one of three categories:

- 1) Medicare pays **all** of the bill;
- 2) Medicare pays **some** of the bill; or
- 3) Medicare pays **none** of the bill

\*\*\*"Preventive Care," [www.publichealth.org](http://www.publichealth.org), accessed May 5, 2022  
+ [healthwaresystems.com](http://healthwaresystems.com), blog of January 7, 2019

# Preventive Care Benefits you can count on.

Helps you save money.

These examples show how important our Preventive Care benefit is to you.

Shown below are examples of typical services Part B doesn't cover and the charges one may encounter. The chart details how Medicare could pay, as well as how the Preventive Care benefit picks up where Medicare leaves off, which means less out of pocket.

## Examples

Service	Amount Provider Charged	Medicare Pays	Preventive Benefit Pays
Annual Physical Exam	\$200	\$0	\$200
Annual Lifeline Screening	\$300	\$0	\$300
Shingles Shot (2 times)	\$350	\$0	\$350

These out-of-pocket expenses are where our unique preventive health benefit comes in.





# More reasons why people like you choose Physicians Life.

You'll get these important benefits with our Medicare Supplement insurance.

## Discounts to keep more money in your pocket

Saving money is great, and the longer you save, the better! We have several discounts available to you:

- Save 10% for not using tobacco.
- Save \$5 each month when you pay by Automatic Bank Withdrawal.
- Save 9% with a household discount.\*

## Immediate coverage

Once your insurance policy is in effect, your coverage begins immediately. There is no waiting period for pre-existing conditions.

## Exclusive second-chance guarantee

Choosing the right Medicare plan for you is important. That's why we work hard to help you make the best choice at the time you sign up. But life changes – and your needs might, too.

No problem! You have the option to switch to another plan once in the first two years with no health questions. This guarantee gives you a second chance you won't get anywhere else. This is only available to first-time buyers with the Physicians Mutual family.

## Our reputation for outstanding, caring customer service

Whether you're filing a claim or calling with a question, you'll always receive prompt, courteous service from Physicians Life. Our agents strive to make every

policyowner's experience with us a great one. We consistently receive high customer satisfaction scores. Providing outstanding customer service is just how we do business. Plus, 95% of customers surveyed said they were satisfied with our service.\*\* As our customer, you are a member of our family ... so we can help you take care of yours.

## Convenient paperless claims processing

Our automatic processing system handles Medicare Part A and Part B claims electronically to eliminate the paperwork many people dread! Once we receive an electronic claim, it is paid, on average, within three working days.

## Late payment protection

To help make sure your policy doesn't lapse, you may choose a person for us to notify if we do not receive your premium payment on time.

\* If you reside in a household with at least one, but no more than three other Medicare-eligible adults, and at least one of them owns, or is issued a Medicare Supplement policy from either Physicians Life Insurance Company or Physicians Mutual Insurance Company.

\*\* Physicians Mutual® Customer Satisfaction Survey, 2018, conducted by Wiese Research Associates, on behalf of the Physicians Mutual family.



# Feel good about retirement.™

A conversation with us can mean a lifetime of confidence.

If you're feeling overwhelmed about your choices for health care in retirement, you're not alone.

We talk to people every day who feel the same way and we understand. For over 50 years, the Physicians Mutual family has been taking the time to listen and sort out the details – to help people like you make the right choice.

Our promise to you is that we'll make things clear, simple and easy. So you, too, can feel confident about your coverage choices today – and in the future.

## What our Ohio customers are saying ...

"I'm completely satisfied with your Company. I tell everyone 65 and older to look into your health care plan. So far, my policy has covered all my expenses and I haven't had to pay for anything out of my own pocket."

Gay H., Ohio

"When I was getting ready to retire and needed a Medicare Supplement policy, I contacted one of your agents to set up an appointment. Your representative was thoroughly prepared and knowledgeable about his product. He walked me through every detail of every option that was available to me. By the time the presentation was over, I knew I was getting the very best policy for my needs. I can recommend the Physicians Mutual family to my friends and know they will be treated honestly and fairly."

Emily S., Ohio



# First Eligible for Medicare on or after January 1, 2020.

Here are your options – pick the plan that works for you.

Your Out-of-Pocket Costs for Medicare-Eligible Expenses (with Medicare alone)	Physicians Life Medicare Supplement can pay:			
	Plan A	High Deductible Plan G*	Exclusive to Us Innovative Plan G**	Plan G
<b>Part A hospital expenses for 2024</b>				
\$1,632 Part A initial hospital deductible (each benefit period - 60 days)	0%	100%	100%	100%
\$408 per day for days 61-90 in a hospital	100%	100%	100%	100%
Hospital: \$816 per day for days 91-150 (lifetime reserve)	100%	100%	100%	100%
First 3 pints of blood each year	100%	100%	100%	100%
100% of eligible expenses for 365 additional days after Medicare benefits end	100%	100%	100%	100%
\$204 per day for days 21-100 (in a skilled nursing facility)	0%	100%	100%	100%
Hospice care (coinsurance)	100%	100%	100%	100%
<b>Part B Physician Services and Supplies (Medical Services) for 2024</b>				
\$240 Part B annual deductible	0%	0%	0%	0%
Part B coinsurance – 20% of Medicare-approved amount (after Part B deductible)	100%	100%	100%	100%
100% of Medicare Part B excess charges***	0%	100%	100%	100%
Foreign travel – coverage when traveling outside the USA	0%	80%	80%	80%
Covered Preventive Services****	0%	0%	100%	0%
Plan Deductible†		\$2,800†	\$2,800†	
Your Premium				

Plan G Innovative Rider works hand-in-hand with our Standard Plan G.

\* With the High Deductible Plan G, you must meet an annual plan deductible before the plan pays anything each year, for the life of the policy.

\*\* With Plan G with the Innovative Discount Rider, you must meet an annual plan deductible before the plan pays anything (except preventive benefits) each year. This deductible automatically goes away January 1, following the end of the third calendar year in which your policy is in force.

\*\*\* Ohio does not permit providers to balance bill, but if receiving care outside Ohio, this may not be the case.

\*\*\*\* Amounts not paid by Medicare.

† 2024 Plan Deductible. This amount may increase each year. Out-of-pocket expenses for this deductible include expenses for the Medicare Part B deductible, and expenses that would ordinarily be paid by the policy, including the Medicare Part A deductible. This does not include the plan's separate foreign travel emergency deductible.

# Innovative Plan G can save you money.

This is an exclusive plan you won't find anywhere else.

You can save on premiums for life with our Innovative Plan G. Here's how it works: If you have medical expenses within the first three calendar years, you'll pay your share of health care expenses up to a plan deductible. If you don't go to the doctor often, you may not even reach your full deductible. After those three calendar years, the plan deductible goes away and the only deductible you'll have is for Medicare Part B – and you'll continue to save on premiums. The Plan G Innovative Discount Rider works hand-in-hand with our Plan G. Plus, you can collect benefits for covered preventive services.

As our customer, you can collect benefits for covered routine physical exams, immunizations and health screenings not paid for by Medicare. Best of all, you'll never pay anything for these covered preventive care services. We're one of the few companies that covers preventive care – and doesn't limit the dollar amount of preventive benefits you can receive.

## Consider Innovative Plan G if you –

- Want a lower premium than standard Plan G coverage
- Want flexibility in your health care coverage
- Take a “long-term” approach to financing health care costs
- Are willing to pay a deductible for the first 3\* calendar years of the plan
- Want coverage for preventive care services

## Help control costs and coverage with the Innovative Plan G –

- Lowers your premium costs for life\*
- Provides a deductible that automatically goes away
  - › High Deductible Plan G benefits that become Plan G benefits
  - › Your deductible automatically goes away January 1, following your third calendar year
- Puts you in control\*
  - › Option to eliminate the deductible and return to full Plan G benefits at any time

## Examples

Effective Date	Deductible Goes Away	Length of Time Deductible Applies
1/1/2024	1/1/2027	3 years
11/1/2024	1/1/2027	2 years, 2 months

\* If you drop the Innovative Discount Rider before year three, your premium amount becomes the Plan G premium amount and the preventive coverage would end.

Plan A L0300H, Plan G L0360H, and High G L0380H policy limitations: We will not pay for: a) confinement that begins or expenses incurred while your policy is not in force, b) services of the type not covered by Medicare, unless specifically provided by the policy.

Plan G L0360H with Plan G Innovative Rider F016 policy limitations: We will not pay for: a) confinement that begins or expenses incurred while your policy is not in force, b) services of the type not covered by Medicare, unless specifically provided by the policy. Preventive Benefits are subject to the following exclusions: 1. Dental services defined by American Dental Association Current Dental Terminology (CDT) codes; 2. Chiropractic services, acupuncture and acupressure services; 3. Weight loss treatment of any type; 4. Prescription drugs or over-the-counter drugs or supplements; 5. All vision services; 6. Experimental preventive services; 7. Any test, screening or procedure to determine the likelihood of developing or passing on to children any disease or disorder, including but not limited to genetic testing.



# First Eligible for Medicare before January 1, 2020.

Here are your options – pick the plan that works for you.

## Physicians Life Medicare Supplement can pay:

Your Out-of-Pocket Costs for Medicare-Eligible Expenses (with Medicare alone)	Plan A		Exclusive to Us		Plan G		Exclusive to Us		Plan F
	High Deduct. Plan G*	Innovative Plan G**	High Deduct. Plan F*	Innovative Plan F**	High Deduct. Plan F*	Innovative Plan F**	High Deduct. Plan F*	Innovative Plan F**	Plan F
<b>Part A hospital expenses for 2024</b>									
\$1,632 Part A initial hospital deductible (each benefit period - 60 days)	0%	100%	100%	100%	100%	100%	100%	100%	100%
\$408 per day for days 61-90 in a hospital	100%	100%	100%	100%	100%	100%	100%	100%	100%
Hospital: \$816 per day for days 91-150 (lifetime reserve)	100%	100%	100%	100%	100%	100%	100%	100%	100%
First 3 pints of blood each year	100%	100%	100%	100%	100%	100%	100%	100%	100%
100% of eligible expenses for 365 additional days after Medicare benefits end	100%	100%	100%	100%	100%	100%	100%	100%	100%
\$204 per day for days 21-100 (in a skilled nursing facility)	0%	100%	100%	100%	100%	100%	100%	100%	100%
Hospice care (coinsurance)	100%	100%	100%	100%	100%	100%	100%	100%	100%
<b>Part B Physician Services and Supplies (Medical Services) for 2024</b>									
\$240 Part B annual deductible	0%	0%	0%	0%	100%	100%	100%	100%	100%
Part B coinsurance – 20% of Medicare-approved amount (after Part B deductible)	100%	100%	100%	100%	100%	100%	100%	100%	100%
100% of Medicare Part B excess charges***	0%	100%	100%	100%	100%	100%	100%	100%	100%
Foreign travel – coverage when traveling outside the USA	0%	80%	80%	80%	80%	80%	80%	80%	80%
Covered Preventive Services****	0%	0%	100%	0%	0%	100%	0%	0%	0%
Plan Deductible†		\$2,800†	\$2,800†		\$2,800†	\$2,800†		\$2,800†	\$2,800†
Your Premium									

Plan F Innovative Rider works hand-in-hand with our Standard Plan F and Plan G Innovative Rider works hand-in-hand with our Standard Plan G.

\* With the High Deductible Plan F and High Deductible Plan G, you must meet an annual plan deductible before the plan pays anything each year, for the life of the policy.

\*\* With Innovative Plan F and Innovative Plan G, you must meet an annual plan deductible before the plan pays anything (except preventive benefits) each year. This deductible automatically goes away January 1, following the end of the third calendar year in which your policy is in force.

\*\*\* Ohio does not permit providers to balance bill, but if receiving care outside Ohio, this may not be the case.

\*\*\*\* Amounts not paid by Medicare.

† 2024 Plan Deductible. This amount may increase each year. Out-of-pocket expenses for this deductible are expenses that would ordinarily be paid by the policy, plus the Part B deductible for HDG. So for both High Deductible Plan F (HDF) and High Deductible Plan G (HDG), this includes the Medicare deductibles for Part A and Part B, but does not include the plan's separate foreign travel emergency deductible.

# Innovative Plan F can save you money.

This is an exclusive plan you won't find anywhere else.

You can save on premiums for life with our Innovative Plan F. Here's how it works: If you have medical expenses within the first three calendar years, you'll pay your share of health care expenses up to a plan deductible. If you don't go to the doctor often, you may not even reach your full deductible. After those three calendar years, the plan deductible goes away – and you'll continue to save on premiums. The Plan F Innovative Discount Rider works hand-in-hand with Plan F. Plus, you can collect benefits for covered preventive care services.

As our customer, you can collect benefits for covered routine physical exams, immunizations and health screenings not paid for by Medicare. Best of all, you'll never pay anything for these covered preventive care services. We're one of the few companies that covers preventive care – and doesn't limit the dollar amount of preventive benefits you can receive.

## Consider Innovative Plan F if you –

- Want a lower premium than standard Plan F coverage
- Want flexibility in your health care coverage
- Take a “long-term” approach to financing health care costs
- Are willing to pay a deductible for the first 3\* calendar years of the plan
- Want coverage for preventive care services

## Help control costs and coverage with the Innovative Plan F –

- Lowers your premium costs for life\*
- Provides a deductible that automatically goes away
  - › High Deductible Plan F benefits that become Plan F benefits
  - › Your deductible automatically goes away January 1, following your third calendar year
- Puts you in control\*
  - › Option to eliminate the deductible and return to full Plan F benefits at any time

### Average out-of-pocket costs per person

with the Innovative Discount Rider during the first 3\* years.

**\$518** PER YEAR / **\$1,553** FIRST 3\* YEARS

Percentage of our customers who **did meet** the plan's deductible during:

**Year 1: 4.3%** / **Years 2 or 3: 10.7%** / **Any of the 3 Years: 20%**

This data does not predict future results

### Examples

Effective Date	Deductible Goes Away	Length of Time Deductible Applies
1/1/2024	1/1/2027	3 years
11/1/2024	1/1/2027	2 years, 2 months

\* If you drop the Innovative Discount Rider before year three, your premium amount becomes the Plan F premium amount and the preventive coverage would end.

Plan A L0300H, Plan F L0350H, Plan G L0360H, High F L0370H and High G L0380H policy limitations: We will not pay for: a) confinement that begins or expenses incurred while your policy is not in force, b) services of the type not covered by Medicare, unless specifically provided by the policy.

Plan F L0350H with Plan F Innovative Rider F015 and Plan G L0360H with Plan G Innovative Rider F016 policy limitations: We will not pay for: a) confinement that begins or expenses incurred while your policy is not in force, b) services of the type not covered by Medicare, unless specifically provided by the policy. Preventive Benefits are subject to the following exclusions: 1. Dental services defined by American Dental Association Current Dental Terminology (CDT) codes; 2. Chiropractic services, acupuncture and acupressure services; 3. Weight loss treatment of any type; 4. Prescription drugs or over-the-counter drugs or supplements; 5. All vision services; 6. Experimental preventive services; 7. Any test, screening or procedure to determine the likelihood of developing or passing on to children any disease or disorder, including but not limited to genetic testing.

# See what our customers say.

They motivate us to offer the best in plans and service every day.

## Our customers are the driving force behind what we do each day.

If you're feeling overwhelmed about your choices for health care in retirement, you're not alone.

We talk to people every day who feel the same way and we understand. For over 50 years, the Physicians Mutual family has been taking the time to listen and sort out the details – to help people like you make the right choice.

Our promise to you is that we'll make things clear, simple and easy. So you, too, can feel confident about your coverage choices today – and in the future.

## See what Joe and Cathy have to say –

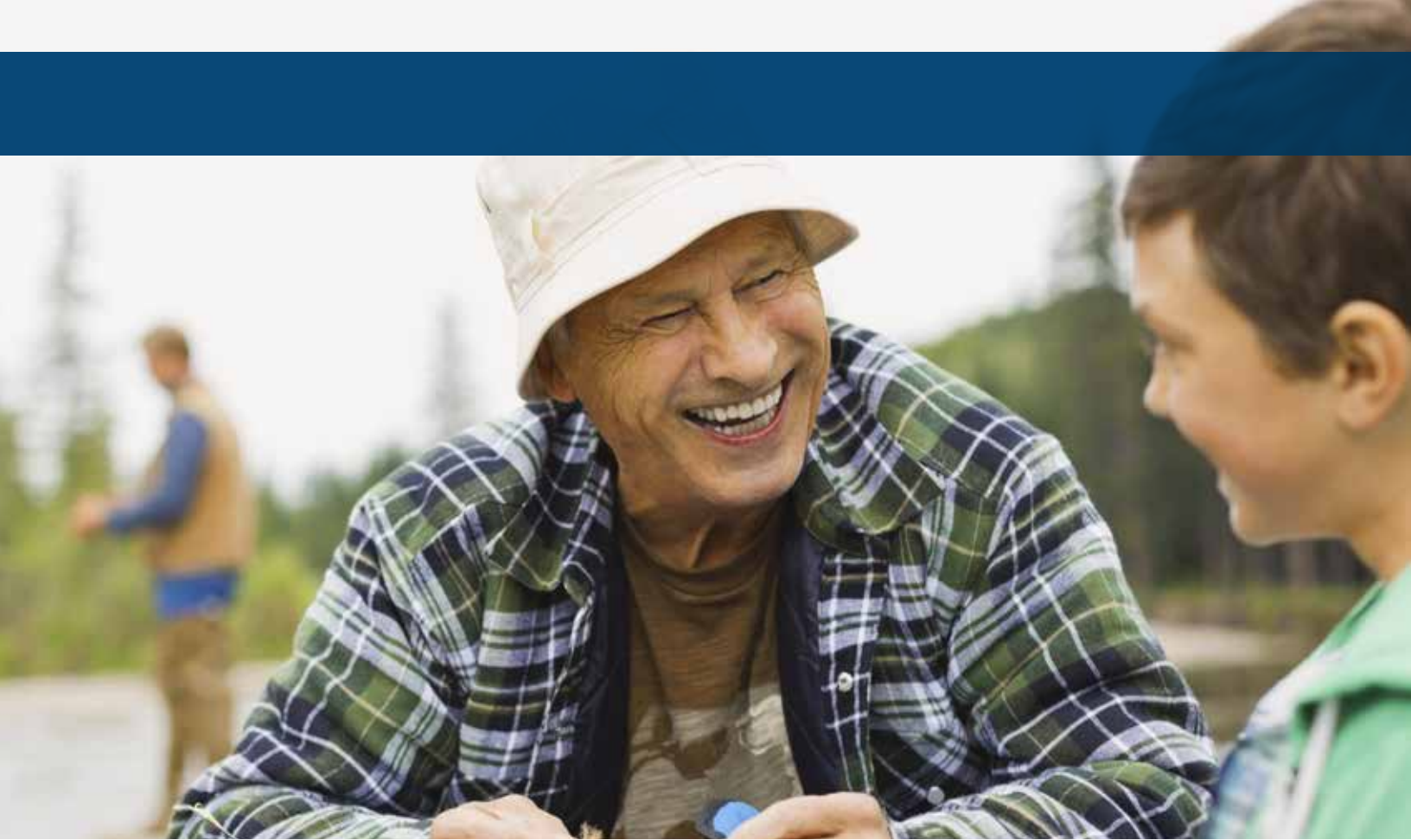


“We just love Physicians Mutual because our agent went the extra mile and spent the time needed to ensure we both understood and were comfortable with the plans we chose.

We feel we can relax and retire with confidence.

Thank you, Physicians Mutual!”

Joe and Cathy C., Texas  
Members of our family since 2017



## Strength, stability and quality service.

Advantages you can depend on with the Physicians Mutual family.

For more than 122 years, our Physicians Mutual family has helped Americans find the right coverage at the right price.\* Our reputation for **honesty, financial strength, stability and security** is recognized nationwide – and it guides us each day. As a mutual company, we are owned by our policyowners, so it is their interests that come first – not those of Wall Street.

When you own an insurance policy with us, you can have peace of mind knowing you're protected by a solid, safe, secure company.

That's just one of the reasons **95% of customers surveyed said they are satisfied with our service** and 7 out of 10 Medicare Supplement customers have recommended us to a family member or friend.\*\*

We are committed to helping people like you make some of the most important decisions they will ever make and giving them answers they need – with valuable products and top-notch customer service. **When you join our family, we want you to be with us for life.**

\* Physicians Life Insurance Company is a member of the Physicians Mutual family and has been in business since 1970.

\*\* Physicians Mutual® Customer Satisfaction Survey, 2018, conducted by Wiese Research Associates on behalf of the Physicians Mutual family.



Physicians  
Mutual®

Insurance for all of us.®

## Agent Medicare Supplement Insurance Solicitation Notice

- The person making this solicitation is an Ohio-licensed insurance agent.
- You may verify that the agent is licensed by contacting The Ohio Department of Insurance, 50 West Town St., Suite 300, Columbus, OH 43215, toll-free at 1-800-686-1526; TDD 1-614-644-3745, ohioinsurance.gov.
- The insurer issuing the Medicare supplement insurance policy is Physicians Life Insurance Company. You may contact the insurance company at 2600 Dodge St., Omaha, NE 68131, toll-free: 1-800-228-9100 or at PhysiciansMutual.com.
- Neither the insurance company nor the agent making this solicitation have any connection or affiliation with, and are not in any way sponsored by, the federal or state government, the Social Security Administration, the Centers for Medicare and Medicaid services, or the Department of Health and Human Services.
- If you decide to purchase a Medicare supplement health insurance plan, you have the option of paying the premium directly to the insurance company.

PMA3661

We are not connected with, or sponsored by the federal or state government, the Social Security Administration, The Centers for Medicare and Medicaid Services, or the Department of Health and Human Services. This policy has exclusions, limitations, and terms under which the policy may be continued in force or discontinued. An agent will provide complete details of this solicitation of insurance.

Insurance policy/rider form numbers: L0300H, L0350H, L0360H, L0370H, L0380H, F015, F016.

**Coverage that helps provide peace of mind –  
with outstanding customer service you  
can count on.**

**That's ... Insurance for all of us.®**

2600 Dodge Street | Omaha, NE 68131-2671  
Customer Service: 800-228-9100

Health.

Life.

Retirement.

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