

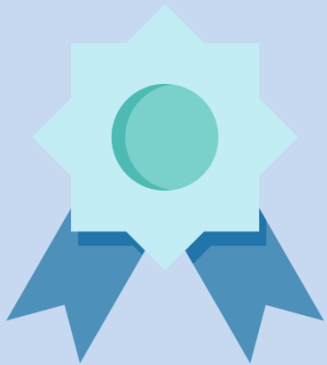
Lawley | EMPLOYEE BENEFITS



Helping You Build the Foundation to Choose Your

# Medicare Insurance Plan

# PRESENTED BY | Lawley



**Ranked  
Nationally**



**400+ Specialized  
Employees**



**Trusted Carrier  
Relationships**



**Claims & Risk  
Management**

# Common Questions

- **What is Medicare?**
- **When am I eligible for Medicare?**
- **What does Original Medicare cover?**
- **Do I need additional coverage?**
- **How do these additional Medicare plans work?**
- **What if I am still working?**
- **What should I do and when?**



# Original Medicare

Federal Health Insurance Program administered by CMS  
(Centers for Medicare and Medicaid Services)

**MEDICARE HEALTH INSURANCE**

Name/Nombre  
**JOHN L SMITH**

Medicare Number/Número de Medicare  
**1EG4-TE5-MK72**

Entitled to/Con derecho a  
**HOSPITAL (PART A)**  
**MEDICAL (PART B)**

Coverage starts/Cobertura empieza  
**03-01-2016**  
**03-01-2016**

Medicare Claim Number

Hospital (Part A)  
Effective Date

Medical (Part B)  
Effective Date



# PART A | Hospital

## Part A



- **Inpatient Hospital Care**
- **Home Health Care**
- **Skilled Nursing Services – 20 Days**
- **Hospice Care**
- **Some Blood for Transfusions**

# PART A | Fast Facts



## COSTS

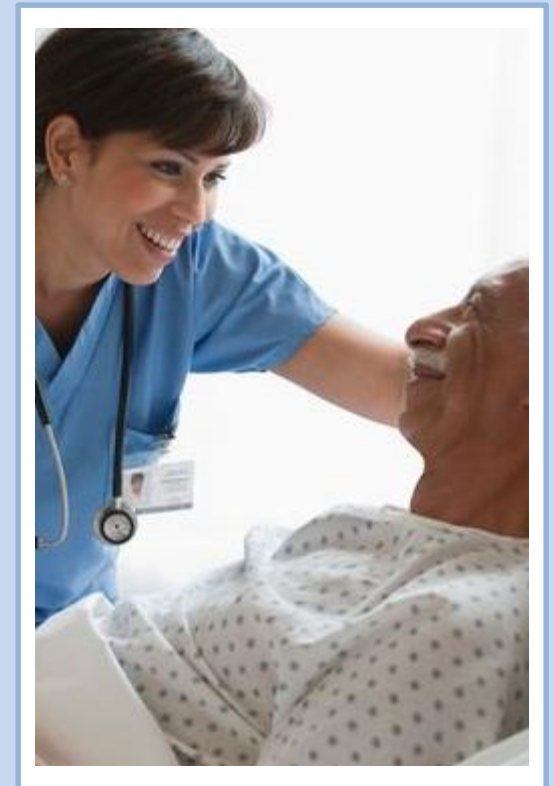
- Most people don't pay a monthly premium
- You only pay your deductible – for a hospital stay of fewer than 60 days - \$1,408
- Stays of more than 60 days require a daily copayment

## ENROLLMENT

- You can't be turned down because of your medical history

## COVERAGE

- Multiple stays may mean multiple deductibles
- You can go to any qualified hospital in the U.S. that accepts new Medicare patients
- Hospital care outside the U.S. isn't usually covered



# PART B | Doctor & Outpatient Visits

## Part B



- Physician Services
- Outpatient Hospital Services
- Ambulance
- Outpatient Mental Health
- Laboratory Services
- Durable Medical Equipment (Wheelchairs, Oxygen, Etc.)
- Outpatient Physical, Occupational & Speech Language Therapy
- Some Preventative Care

# PART B | Fast Facts

## Part B

### **COSTS**

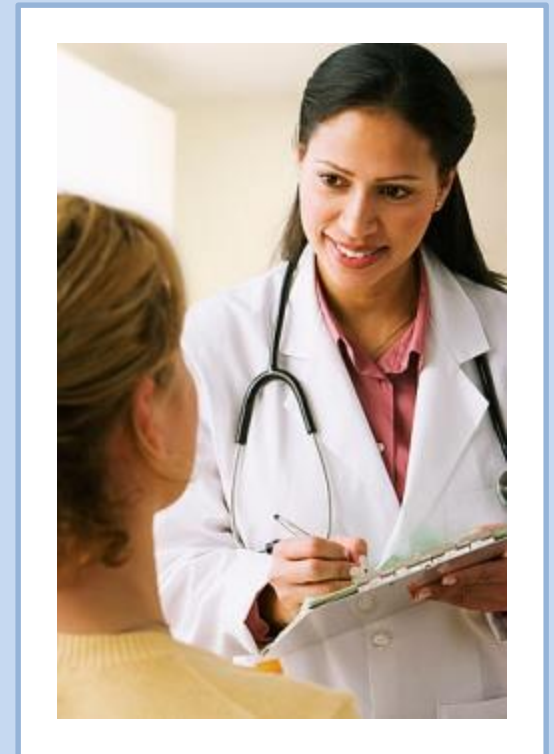
- Part B has a monthly premium that is based on your income
- 2020 Deductible of \$198
- Coinsurance of 20 % of Medicare approved cost
- No maximum out of pocket

### **ENROLLMENT**

- You can't be turned down because of your medical history or pre-existing conditions

### **COVERAGE**

- Participating physicians that accept new Medicare patients
- You can get care throughout the U.S. but generally not outside the country
- Some preventative health care is provided





# What's Not Covered



- Medicare Part A and Part B deductibles

- Prescription drug coverage



- Additional items such as hearing, dental, vision and fitness

# Do I Need More Coverage?

**Medicare  
Advantage**

“PART C”



**Medicare  
Supplement**

“Medigap”



# Comparison

## Medicare Advantage



## Medicare Supplement



# What Fits My Situation?

## IT DEPENDS

### Medicare Advantage

Lower Premium

Networks

Co-Pay for Hospital Stay

20 days Skilled Nursing

### Medicare Supplement

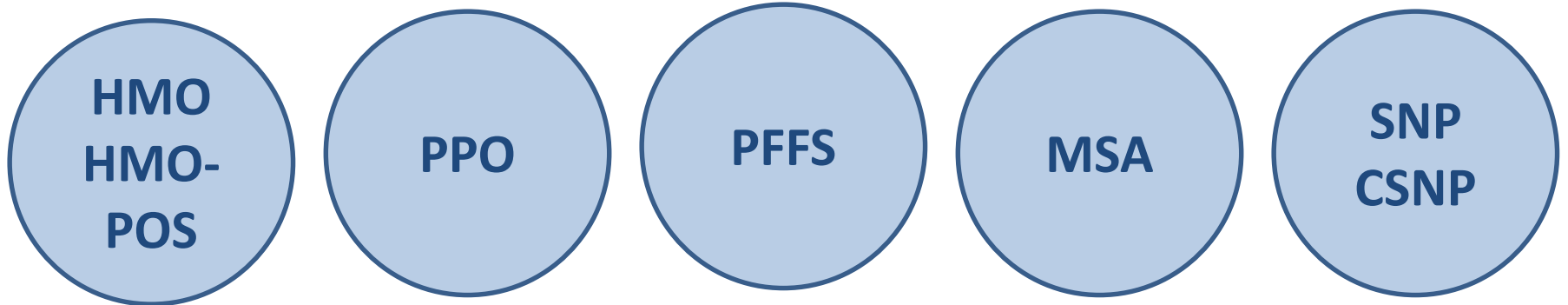
Higher Premiums

No Networks

100% Hospital Coverage

100 days Skilled Nursing

# Types of Medicare Advantage Plans



# PART D | Fast Facts



## COSTS

- Prescription drug coverage varies from plan to plan
- Catastrophic coverage protects you from very high drug costs
- Benefits can change each year

## ENROLLMENT

- Coverage is not automatic – you must choose & enroll
- Penalties may apply if you enroll late

## COVERAGE

- Each plan has a list of drugs that it covers (formulary)
- Make sure your drugs are covered before you enroll in a plan
- The list of drugs can change monthly



# PART D | Fast Facts



**Formulary:** List of drugs that the insurance plan covers  
Many drug plans have a tiered formulary. That means the plan divides drugs into groups called “tiers”.  
Generally, the lower the tier, the lower your copay.

## Tiered Formulary

**Tier 5** \$\$\$\$\$

**Tier 4** \$\$\$\$

**Tier 3** \$\$\$

**Tier 2** \$\$

**Tier 1** \$



# PART D | Four Phases



1. Deductible
2. Initial Coverage
3. Coverage Gap “Donut Hole”
4. Catastrophic





# EPIC | Elderly Pharmaceutical Insurance Coverage Plan

## 2019 Program Highlights



- Annual income for eligibility is up to *\$75,000* for singles and *\$100,000* for married couples.
- Members must be enrolled in a Medicare Part D drug plan to receive EPIC benefits.
- Provides secondary coverage for Medicare Part D and EPIC covered drugs purchased after the Part D deductible, if any, is met.
- Covers many Part D excluded drugs.
- EPIC co-payments continue to be \$3, \$7, \$15 or \$20 based on the cost of the drug.
- Provides Medicare Part D drug plan premium assistance for many members.

# What if I am still working?

The company has **more than 20** employees and offers health insurance coverage

- If collecting Social Security, you will automatically receive Medicare Part A
- Delay Medicare Part B until you or your spouse retires or stops working

The company has **less than 20** employees and offers health insurance coverage

- If collecting Social Security, you will automatically receive Medicare Part A
- You must take Medicare Part B or pay a penalty
- The employer is not obligated to offer non-Medicare plans to employees over age 65

\*\*\*If on a HDHP and receiving A and/or B Benefits you cannot continue to contribute to an HSA

# Next Steps

- ✓ Sign up for Part B by your 65th Birthday or by the day you retire (if working past 65 for an employer of more than 20)
  
- ✓ If Collecting Social Security or Railroad Retirement A & B are automatic. If not:
  - Call SS 1-800-772-1213
  - Visit your local SS office
  - Go online to SSA.gov
  
- ✓ Decide whether you want just Original Medicare or one of the choices we discussed
  
- ✓ Talk to a trusted advisor to find the plan that suits your needs

# Election Periods

- **Initial Enrollment Period (IEP): 3 months before 65, the month of your birthday, and 3 months after**
- **Annual Enrollment Period (AEP): 10/15-12/7**
- **Open Enrollment Period (OEP): 1/1-3/31**
- **Special Enrollment Period (SEP): Can occur throughout the year**
- **Initial Enrollment Period (IE): Loss of employer coverage, moving out of or into service area**

# Protecting Your Health *and* Your Home

Lawley can help find you the right coverages for unique situations. Let us help you explore options for your car insurance, homeowners policy and more.



## *Some Coverages We Offer:*

- ✓ Homeowners
- ✓ Auto
- ✓ Identity theft
- ✓ Watercraft
- ✓ Motorcycle
- ✓ Flood
- ✓ Excess/personal umbrella liability
- ✓ Recreational vehicles
- ✓ Vacation or secondary homes
- ✓ Co-op, condominium or renters
- ✓ Rental properties
- ✓ Jewelry, fine arts and collectibles

**\$250** <sup>\*Average</sup>  
Annual  
Savings

\*The average Lawley customers have saved on their car and homeowners insurance after switching from their previous carrier. Results may vary.

**We have the ability to find the coverage you need from the right carrier. Not all carriers and policies are the same, so why pay more for what you don't need?**

# Your Benefits Consultant for Individual & Senior Health Insurance



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