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

Lawley | EMPLOYEE BENEFITS
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)
PART A | Hospital

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

IT DEPENDS
Types of Medicare Advantage Plans

- HMO
- HMO-POS
- PPO
- PFFS
- MSA
- SNP
- CSNP
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
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
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
• 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* Average 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

April Romanowski
(o) 716.849.4322
(c) 716.572.6397
aromanowski@lawleyinsurance.com
361 Delaware Avenue
Buffalo, NY 14202