



# Medicare 101

## Understanding Your Medicare Options

First Name Last Name,  
Licensed insurance agent  
*Costs as shown are for 2024*

# Who is eligible for Medicare?



## WAYS TO BECOME ELIGIBLE

- ✓ **Age:**  
65 and older
- ✓ **Disability:**  
Under 65 and receiving Social Security Disability Insurance (SSDI) payments for more than 24 months
- ✓ **Illness:**  
Any age with end-stage renal disease or ALS
- ✓ **And, you must have qualified residency:**  
U.S. citizen or permanent resident for five consecutive years



# MEDICARE ENROLLMENT




## **If you have Social Security when you turn 65**

You will be automatically enrolled into Medicare. You will receive your Medicare card three months prior to your birthday.

## **If you do not have Social Security when you turn 65**

You will need to take the step to sign up for Medicare.

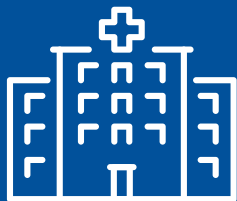
### **Three ways to join Medicare:**

-  Apply online at [www.ssa.gov](http://www.ssa.gov)
-  Call Social Security at 1-800-772-1213 (TTY 1-800-325-0778) to apply over the phone or to request an application
-  Apply at your local Social Security office

# The Medicare Basics



# ORIGINAL MEDICARE



**Part A (Hospital Insurance)**



**Part B (Medical Insurance)**

You have options for additional coverage:



**Medicare Supplement**

and/or



**Part D  
(Prescription Drug)**

OR



**Part C  
(Medicare Advantage)**

# ORIGINAL MEDICARE: PART A — HOSPITAL INSURANCE



## Provides coverage for:

- ✓ Inpatient hospital care
- ✓ Skilled nursing facilities
- ✓ Hospice care
- ✓ Limited home health care

This is not a complete list of coverage available.



## PART A COSTS

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### **Eligible and paid into Social Security for 40 quarters:**

Pay no cost for Part A

### **Eligible and paid at least 30 quarters:**

Reduced cost: \$278

### **Eligible and paid less than 30 quarters:**

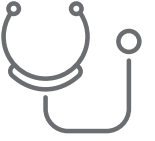
Full cost: \$505

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### **Don't qualify on your own?**

You may be eligible based on your spouse's work history when you turn 65.

# ORIGINAL MEDICARE: PART B — MEDICAL INSURANCE



## Provides coverage for:

- ✓ Doctor visits and preventive services
- ✓ Outpatient surgery
- ✓ Diagnostic screenings
- ✓ Emergency care
- ✓ Durable medical equipment

This is not a complete list of coverage available.



## PART B — LATE ENROLLMENT PENALTY

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**Did not sign up for Part B when first eligible and not covered by credible employer plan?** You may have to pay a late enrollment penalty for as long as you have Part B.

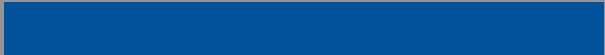


**Monthly cost may go up 10% for each full 12-month period** that you could have had Part B but did not enroll.



**Exception:** You do not have to pay a late enrollment penalty if you meet certain conditions that allow you to sign up for Part B during a Special Enrollment Period.

ORIGINAL MEDICARE  
GENERALLY COVERS  
80% OF YOUR  
HOSPITAL AND  
MEDICAL EXPENSES.



**Original Medicare does not cover:**

- ! Deductibles
- ! Copays/coinsurance
- ! Outpatient prescription drugs
- ! Healthcare outside the U.S.
- ! Hearing aids, exams, screenings
- ! Routine eye exams and most glasses
- ! Routine dental exams

# MEDICARE SUPPLEMENT (ALSO CALLED MEDIGAP)



**Can fill some of the gaps that Original Medicare does not cover**

- ✓ Can cover deductibles, copays, and coinsurance
- ✓ Freedom to choose any Medicare-appointed doctor in the U.S.
- ✓ Standardized plan letter with associated services
- ✓ Has a monthly cost and will vary based on insurance company

# MEDICARE SUPPLEMENT PLANS DO NOT COVER:

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Prescription drugs

Drug coverage must be added separately through:

- A Prescription Drug Plan (PDP)
- OR
- Other creditable coverage



## PART D — PRESCRIPTION DRUG PLAN



### Two types of Part D Coverage:

- ✓ Stand-alone Prescription Drug Plan
- ✓ As part of a Medicare Advantage Plan

### Part D coverage information:

- ✓ Covers some prescription drug costs
- ✓ You must be enrolled in Part B and continue to pay your Part B premium
- ✓ You must live within the Part D plan's service area

## PART D — LATE ENROLLMENT PENALTY

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- ! **Did not sign up for Part D when first eligible and did not have creditable coverage for more than 63 days?** You may have to pay a late enrollment penalty for as long as you have Part D.
- ! **The penalty is** 1% of the national base premium (\$34.70 in 2024) multiplied by the number of months you were not covered while eligible.

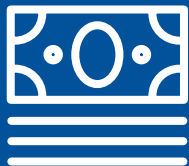
## YOUR PRESCRIPTION DRUG PLAN COSTS MAY CHANGE ANNUALLY DEPENDING ON THE COVERAGE STAGE YOU ARE IN.

Stage 1 Deductible	Stage 2 Initial Coverage	Stage 3 Coverage Gap	Stage 4 Catastrophic Coverage
The amount you pay before a plan covers your prescription drug costs.	The plan pays its share of the cost, and you pay your share (copays and coinsurance).	Known as the “Donut Hole,” the plan is limited in how much it can pay for your drugs. You will pay 25% of the costs for covered drugs.	After you reach the MOOP, the plan will pay your drug costs for the rest of the year.
<b>Deductible Range:</b>  \$0 – \$545	<b>Total maximum of your payments and plan’s payments:</b>  \$5,030	<b>Maximum Out-of-Pocket (MOOP) Cost for covered drugs:</b>  \$8,000	No copay or coinsurance.

# SAVE ON DRUG COSTS

If you meet certain income and resource limits, you may qualify for **Extra Help** from Medicare to pay the costs of Medicare prescription drug coverage (Part D).

You can apply at: [www.ssa.gov/benefits/medicare/prescriptionhelp/](https://www.ssa.gov/benefits/medicare/prescriptionhelp/)



## Countable Assets

- Money in a checking/savings account
- Stocks
- Bonds



## Noncountable Assets

- Your home
- One car
- Burial plot
- Up to \$1,500 for burial expenses if you have put that money aside
- Furniture
- Other household and personal items

# PART C — MEDICARE ADVANTAGE PLAN

Medicare Advantage plans are offered by private insurance companies approved by Medicare and is an alternative option to Original Medicare. You must continue to pay your Part B premium.

## Includes:



Part A — Hospital Coverage



Part B — Medical Coverage

## \*Most Medicare Advantage plans include:



Part D — Prescription Drug Coverage



**Part C**  
**(Medicare Advantage)**

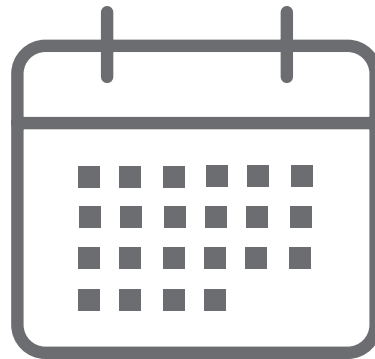
## DUAL-ELIGIBLE SPECIAL NEEDS PLANS (D-SNPS)

If you are eligible for both Medicare and Medicaid, you may qualify for plans with additional benefits not covered by Original Medicare.

You may also receive cost-sharing assistance.

If you are enrolled in a D-SNP plan, you are also eligible for a Special Enrollment Period during these times:

- January – March
- April – June
- July – September



During these times, you may join, switch, or drop your Medicare Advantage or Medicare Prescription Drug plan. You may also make a change during the Medicare Advantage Annual Enrollment Period from October 15 – December 7.

# Enrollment Periods



# ENROLLMENT PERIODS

## Original Medicare:



### Initial Enrollment Period (IEP)

- 7-month “Turning 65” Election Period  
Three months before you birthday month, the month of your birthday, and three months after your birthday.



### Special Enrollment Period (SEP)

- Special circumstances within the year

## Medicare Advantage:



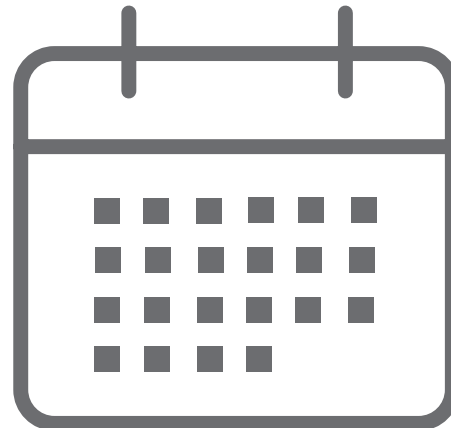
### Annual Enrollment Period (AEP)

- October 15 to December 7



### Open Enrollment Period (OEP)

- January 1 to March 31



## MEDICARE SUPPLEMENT ENROLLMENT PERIOD

- ✓ **A six-month window that begins on your Part B effective date or 65th birthday, whichever is later.**
- ✓ No medical underwriting during the initial six-month enrollment period.
- ✓ Can choose from any Medicare Supplement Plan options.

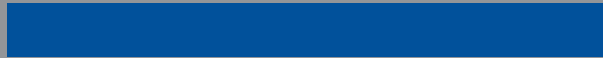


## MEDICARE SUPPLEMENT GUARANTEED ISSUE (GI) SITUATIONS

- ✓ There are several other GI situations to enroll into a Medicare Supplement plan with no underwriting. For example:
  - Loss of coverage
  - Moving to a new area, and many more
- ✓ All plan options may not be available.
- ✓ If you do not qualify for a GI situation, you may need to undergo medical underwriting.



# Star Ratings



## EACH MEDICARE ADVANTAGE AND PRESCRIPTION DRUG PLAN IS ASSIGNED A STAR RATING FROM ONE TO FIVE STARS.

- ✓ Member satisfaction surveys, plans, and providers
- ✓ Performance measurements based on up to 40 key factors
- ✓ Additional information is available on [Medicare.gov](https://www.medicare.gov)





MY SERVICE TO YOU



## YOU HAVE MANY OPTIONS FOR COVERAGE.

- ✓ Continue with your employer plan if you're still working for an employer with over 20 employees.
- ✓ Continue with your retiree/military plan if applicable.
- ✓ Enroll in a Part C, Medicare Advantage Plan, which can include your Part D, Prescription Drug coverage.
- ✓ Enroll in a Medicare Supplement plan and a stand-alone Part D, Prescription Drug plan.



# DURING YOUR APPOINTMENT, WE'LL REVIEW YOUR NEEDS TO HELP FIND THE RIGHT PLANS FOR YOU TO CHOOSE FROM!

## Questions may include:

- ✓ When does/did your Medicare start?
- ✓ What zip code do you live in?
- ✓ Do you have a primary doctor?
- ✓ Do you have a specialist?
- ✓ Do you take any medications?
- ✓ Are you looking for a certain service?



# READY TO FIND THE PLAN THAT FITS YOUR NEEDS OR HAVE MORE QUESTIONS?

I am here to help you at no cost or obligation to you!

**My contact information:** First Name Last Name  
888-780-7676  
License # License #  
Email

By calling the number above, you will be directed to a licensed insurance agent. This is a solicitation for insurance.

Licensed insurance agents are not connected with or endorsed by Medicare or any government program. Licensed sales agents can answer your questions and provide information about Medicare options, such as Medicare Advantage, Prescription Drug (Part D), and Medicare Supplement insurance plans. A Medicare Advantage Plan is a health insurance plan provided through a private insurer and delivers Medicare Part A and Part B benefits. A Part D Drug Plan is a prescription drug insurance plan provided through a private insurer and delivers Medicare Part D benefits.