



# MEDICARE MADE SIMPLE EDUCATIONAL SESSION



**Presented By:**  
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# AGENDA

- Have Fun.
- Trivia .
- Original Medicare and the different parts.
- Medicare enrollment periods.
- Who needs to enroll in Medicare, how you enroll and when.
- Your two Medicare options and the pros and cons of each.
- Real life Medicare Supplement and Advantage examples.
- Open Q&A period.

# TRIVIA

Q: When was Medicare first signed into law?

Q: What President signed it into law?

# TRIVIA

Q: When was Medicare first signed into law?

A: 1965

Q: What President signed it into law?

A: Lyndon Johnson

A blurred background image showing a person's hands in a white shirt writing on a document with a pen. Another hand is visible on the left, pointing at the document. The overall tone is light and professional.

# TRIVIA

Q: When was Social Security signed into law and by what President?

Q: What do the first 3 digits of your Social Security represent?

## TRIVIA

Q: When was Social Security signed into law and by what President?

A: August 14<sup>th</sup> 1935 (FDR).

Q: What do the first 3 digits of your Social Security represent?

A: “Area number” based on the geographic location of the Social Security office who processed application.

# TRIVIA

Q: What year was the first Social Security check issued and for what amount?

Q: What is the average Social Security check amount today?

# TRIVIA

Q: What year was the first Social Security check issued and for what amount?

A: 1940 and \$22.54

Q: What is the average Social Security check amount today?

A: \$1,978



# ORIGINAL MEDICARE AND IT'S PARTS

**New Card! New Number!**

**Mailing in 2018**

**NEW Medicare Card**

**Current Medicare Card**

**MEDICARE HEALTH INSURANCE**

1-800-MEDICARE (1-800-633-4227)

NAME OF BENEFICIARY  
**JANE DOE**

MEDICARE CLAIM NUMBER  
**000-00-0000-A**

SEX  
**FEMALE**

IS ENTITLED TO  
**HOSPITAL (PART A)**  
**MEDICAL (PART B)**

EFFECTIVE DATE  
**07-01-2016**  
**07-01-2016**

SIGN HERE → *Jane Doe*


**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**



CMS Product No. 12900-P  
September 2017

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# MEDICARE PART A

Free for most people and pays all but the following:

- 1-60 days \$1,676
- 61-90 days \$419 per day
- 91-150 days \$838 per day

# MEDICARE PART A

## WHAT'S COVERED

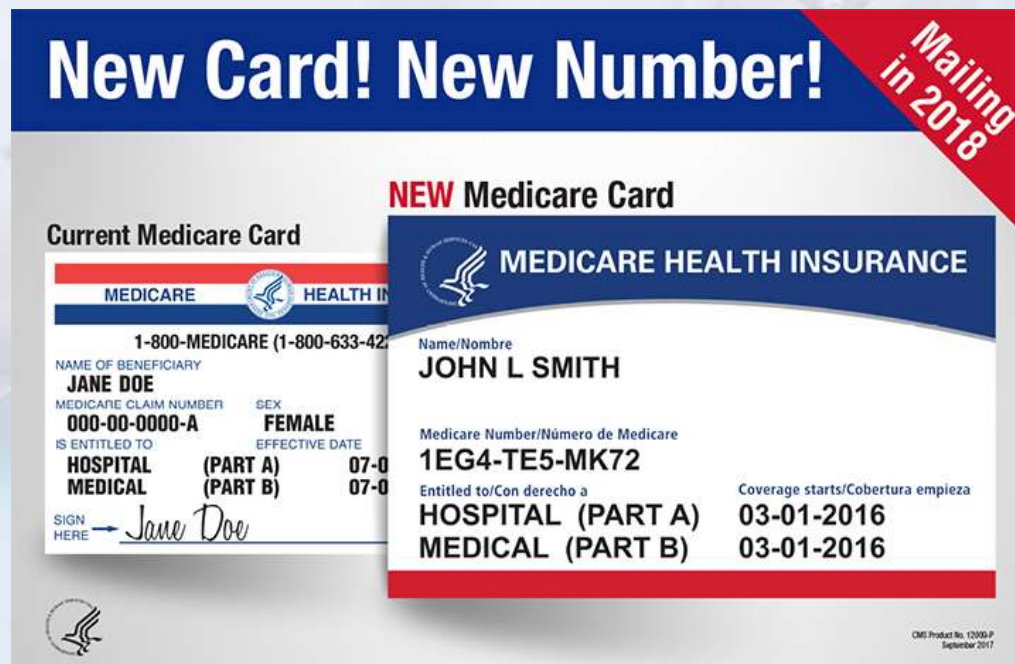
- Inpatient hospital care
- Skilled nursing facility
- Surgery
- Lab test
- Home health care and hospice

# MEDICARE PART B 80/20: WHAT'S COVERED

- Doctor
- Durable Medical Equipment
- Preventive services
- Home health care

# ORIGINAL MEDICARE AND IT'S PARTS

## Medicare Part A and Part B



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## Medicare Cost

- Part A is free for most
- 40 Quarter Rule
- Part B (80%)
- \$185 month
- IRMAA
- Part B Deductible \$257

# MEDICARE PART C

- 2003 Medicare Modernization Act (MMA).
- The MMA also established Part D.
- Run by private insurance companies.
- Medicare advantage companies have a contract with the federal government.
- Instead of Medicare paying the claims, they pay the insurance company to manage them.

# MEDICARE PART D: KEY CHANGES 2025

- Eliminated the “Donut Hole”
- Lower annual out of pocket cost - \$2,000
- Simplified benefit structures
- Manufacturer Discounts



# PART D SIMPLIFIED

- Lower Tiers: (T1 and T2)  
Generics or preferred brand name.
- Higher Tiers: (T3, T4 & T5)  
Non-preferred brand name drugs or specialty medications that come with higher copays.
- Specialty Tiers: Very high cost used to treat rare or chronic conditions.





# CHOICES TO SUPPLEMENT ORIGINAL MEDICARE

## YOUR TWO OPTIONS



# MEDICARE SUPPLEMENT

Medicare Supplement Insurance Plans (Medigap)										
Benefits	A	B	C	D	F*	G*	K	L	M	N
Part A coinsurance and hospital costs up to an additional 365 days after Medicare benefits are used	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Part B coinsurance or copayment	✓	✓	✓	✓	✓	✓	50%	75%	✓	✓***
Blood benefit (first 3 pints)	✓	✓	✓	✓	✓	✓	50%	75%	✓	✓
Part A hospice care coinsurance or copayment	✓	✓	✓	✓	✓	✓	50%	75%	✓	✓
Skilled nursing facility care coinsurance	X	X	✓	✓	✓	✓	50%	75%	✓	✓
Part A deductible	X	✓	✓	✓	✓	✓	50%	75%	50%	✓
Part B deductible	X	X	✓	X	✓	X	X	X	X	X
Part B excess charge	X	X	X	X	✓	✓	X	X	X	X
Foreign travel emergency (up to plan limits)	X	X	80%	80%	80%	80%	X	X	80%	80%
✓ = The plan covers 100% of this benefit X = The plan doesn't cover this benefit % = The plan covers that percentage of this benefit, and you're responsible for the rest.							Out-of-pocket limit (2024)**			
							\$7,060	\$3,530		

# ADVANTAGE PLAN vs MEDICARE SUPPLEMENT

## YOUR COST

	<b><i>Advantage Plan</i></b>	<b><i>Medicare Supplement</i></b>
Durable Medical Equipment	Your cost - 20%	Your cost - 0
Chemo drugs	Your cost - 20%	Your cost - 0
Part A - first 60 days (1-7)	\$275-\$425 per day	Your cost - 0
Skilled nursing - days 21-100	\$160 per day	Your cost - 0
Dental and vision benefits	Included	Not included
Networks	Yes	No
Pre-authorizations	Yes	No

# HOW DO I KNOW IF I NEED TO ENROLL IN MEDICARE PART B?

- If you don't have coverage that continues from an employer or a spouse's employer.
- If you are not collecting Social Security, you will have to sign up.

A background image showing a group of people in a professional setting. One person is pointing at a document on a desk, while another holds a pen. A tablet is visible on the desk. The image is faded to serve as a background for the text.

**STILL WORKING?**

**Don't enroll in Medicare Part B**

# 3 WAYS TO ENROLL IN MEDICARE PART B

1. Go to [www.ssa.gov](http://www.ssa.gov)
  - Create an online account
  - Go to sign up for Medicare
  - Go to sign up for Medicare Part B
2. Call
  - 1-800-772-1213
  - Tell the representative you want to sign up for Medicare Part B
3. Go to your local Social Security office

# MEDICARE MYTHS

Myth #1:

Medicare Part B is free.

Fact: If only it was so!

Myth#2:

You can enroll in Medicare whenever you want.

Fact: False

Myth#3:

Medicare cost the same for everyone.

Fact: False

Myth#4:

Medicare and Medicaid are the same.

Fact: False



# MEDICARE MYTHS

Myth#5:

What's good for my neighbor is good for me.

Fact: False

Myth#6:

I don't need to sign up for a Part D plan.

Fact: True & False

Myth#7:

I'm automatically enrolled in Medicare Part B.

Fact: True & False



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