

..... **MEDICAREHUB** .....

MEDICARE MADE SIMPLE

**MEDIGAP**



# How Does A Medicare Supplement Work?

*Medigap / Medicare Supplements policies sold by private companies, can help pay some of the remaining health care costs for covered services and supplies, like copayments, coinsurance, and deductibles.*

## **What does the policy cover outside of original Medicare?**

- Some Medicare Supplements cover things outside of original Medicare. Such as travel outside the United States. Some will cover a health club membership.
- But remember, don't forget to explain that a Medicare Supplement doesn't cover long-term care (like care in a nursing home), vision, dental care, hearing aids, eyeglasses, or private-duty nursing.

## **Medicare Supplements are standardized, so what's that mean?**

All plans offer the same basic benefits, but some offer additional benefits so you can choose which one meets your needs. A Plan F is a Plan F with every carrier. A Plan G is a Plan G with every carrier. They all cover the same way. The only differences are some carriers may include an additional benefit to their plans: Gym, Teledoc, or etc.

## **IMPORTANT:**

Medicare Supplement sold to people who are new to Medicare aren't allowed to cover the Part B deductible. Because of this, Plan C and F aren't available to people who were newly eligible for Medicare on or after January 1, 2020.

## **MACRA REGULATIONS:**

Let's just look at the regulations and the insert attached to learn more about MACRA and the current regulations.

# MEDICARE SUPPLEMENT PLANS

*Let's walk through the most common plans first. Then we can go over some of the other plans to ensure you have a good base knowledge of them as well.*



Plan F



Plan G



Plan N



A, B, C, D, K, L, M



High Deductible Plans: F



What happened on January 1, 2020 with plan F

## Plan G

Client pays part B \_\_\_\_\_ yearly and all other cost are covered for parts A & B services.

## Plan N

Client pays part B deductible yearly and up to a \_\_\_\_ copay at doctor visits, and a \$50 copay for emergency room if it doesn't result in an inpatient admission.

## Plan F

Anyone that has a 65th birthday prior to \_\_\_\_\_ may enroll into a Plan F. Underwriting may apply or they may be GI \_\_\_\_\_ if they are coming off an employer based plan.



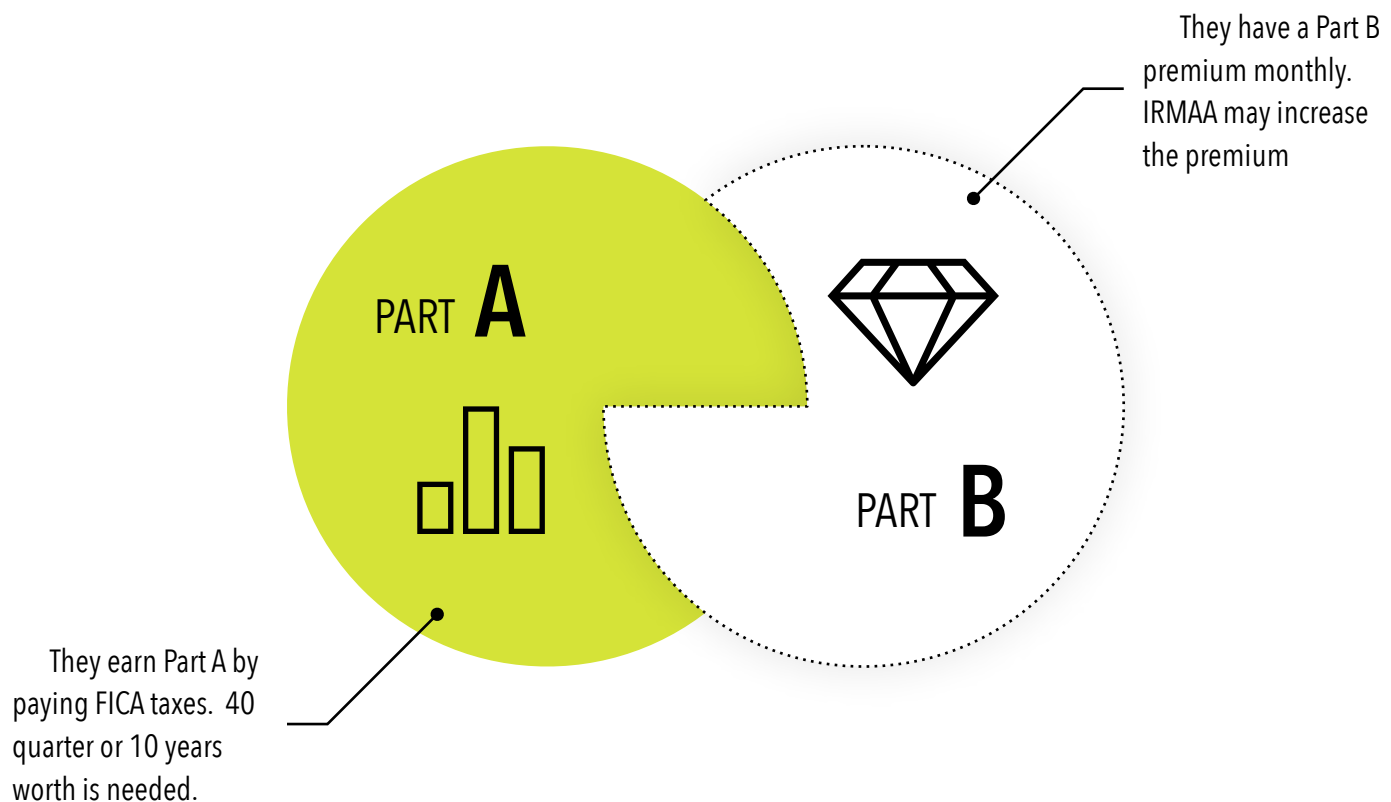
# What else should you know about Medicare Supplements?

*REMEMBER: Medicare Supplements plans sold to people who are newly eligible for Medicare aren't allowed to cover the Part B deductible. Refer to rules in place implemented by MACRA legislation.*

- Before you buy a Med Supp you must have Parts A & B.
- A Medicare Supplement only covers one person. Spouses must buy separate coverage. It can be a Medicare Supplement, Medicare Advantage, or choose to stay on original Medicare only.

## When to buy?

- Most people will enroll during their Open Enrollment period. The 6 month period begins the first day of the month in which they're 65 or older and enrolled into Part B.
- If you delay enrolling in Part B because you have group health coverage based on your (or spouses's) current employer, their OEP won't start until they sign up for Part B.
- Federal law doesn't require a company to sell Medicare Supplements to people under 65. Those on disability who choose to enroll with a carrier that covers people under 65 pay very large premiums.



# Most commonly asked questions?

*Clients may ask these questions and be convinced on the wrong answer already. Take your time to be informative and know the facts to detour them from errors. Family, friends, and rogue Agents can mislead them easily at times.*

QUESTION	ANSWER
Can I have a Medicare Supplement and a Medicare Advantage Plan at the same time?	If you have a Medicare Advantage Plan, it's illegal for anyone to sell you a Medicare Supplement policy unless you're switching back to Original Medicare.
Does my Medicare Advantage Plan cancel my Medicare Supplement for me?	No, you contact the insurance company and let them know the last day you need your coverage. Make sure to not leave a gap in coverage.
What happens if I join a MAPD for the first time and don't like it?	In the first year you have a special election period that allows you to go back to the same Medicare Supplement carrier without underwriting. It's referred to as a Trial Right Period.
What if my Medicare Supplement carrier doesn't still market my previous plan during that first year of me leaving the Med Supp?	Not a problem, you can buy another policy from that carrier and still be guaranteed coverage.
What if I turn 65 and go on a MAPD and within the first year I decide I don't like it and want a Med Supp?	If you're not happy with the plan you can choose from any Medicare Supplement policy within your first year and drop the MAPD.

# WHAT'S THE BEST WAYS TO MARKET?

*HELPFUL REMINDER THAT AGENTS FAIL BECAUSE A LACK OF SUPPORT AND TRAINING. WE DON'T WANT YOU TO FAIL, SO PLEASE ENGAGE SO WE CAN HELP YOU CREATE A SIMPLE GAME PLAN, TODAY!*



## LEARN ABOUT OUR DOOR 2 DOOR MARKETING STRATEGY

Agents that want to excellerate their sales quickly should look at learning our Educational Approach to marketing to those turning 65. A good agent can consistently enroll and guide 12-20 people monthly if they implement this marketing strategy within a few months. **START TODAY BY CALLING US!**



## EDUCATIONAL EVENTS

Churches and organizations are constantly looking for credible people to engage their seniors with fun things to do and learn. Plug into our Marketing Made Simple training on MedicareHub Online University to get started.



## SENIORS WANT TO SAVE MONEY ON THEIR MED SUPPS!

For years our owner, Kelby, talked to people who had Medicare Supplements and were paying high premiums but could not provide a solution. Because he only marketed MAPD products the first 4 years of doing this business. You'd be surprised if you simply say to someone, " Do you mind if I tell you the premiums on a few carriers in your area? I bet you'd be shocked on how much money you could save." **QUOTE!**

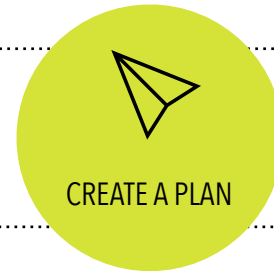
# TO DO LIST FOR NEW AGENTS



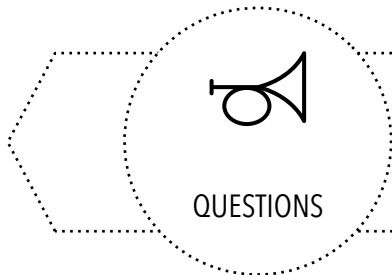
Talk to our office and we can shop the best carriers for you to start marketing for you. You usually only need 3 to start.



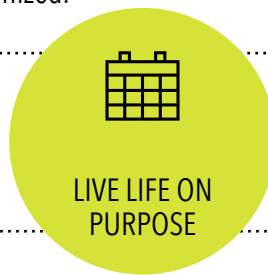
Our contracting process takes you through a new agent training process that's going to empower you to make more sales and stay organized.



We will work with you to create your plan to market and sell. Be proactive on access our trainings and get engaged to win.



Let us know when you have a question. Yes, even in the middle of a client presentation. We are here to serve you and help you be successful.



Create a plan, implement the plan and don't stop. Tweaks to a plan are ok. But you must live your life on purpose daily, weekly, and monthly.



When you work hard and hit your goals. Take a break and reward yourself. Success is only part of life. If you don't enjoy it you'll be a rotten apple.

ENGAGE WITH OUR ONLINE UNIVERSITY, OUR MEDICARE MONDAYS, LIVE TRAININGS, AND OTHER RESOURCES TO GROW, LEARN, AND BE SMARTER.

WE KNOW AGENTS FAIL FOR A LACK OF TRAINING. SO DON'T FAIL FOR A LACK OF TRYING!



## CHECKOUT OUR TOOLS AND RESOURCES

- [elevateinsurancegroup.com](https://elevateinsurancegroup.com)
- [medicarehub.org](https://medicarehub.org)
- MedicareHub Online University
- Agent Resources
- Elevate Insurance Group
- Medicare Mondays
- Live Events
- Hosted AIRBNB Live New Agent Training
- Marketing Training in your area or local

### CONTACT US:

1-931-996-0099

[ELEVATEINSURANCEGROUP.COM](https://ELEVATEINSURANCEGROUP.COM)