

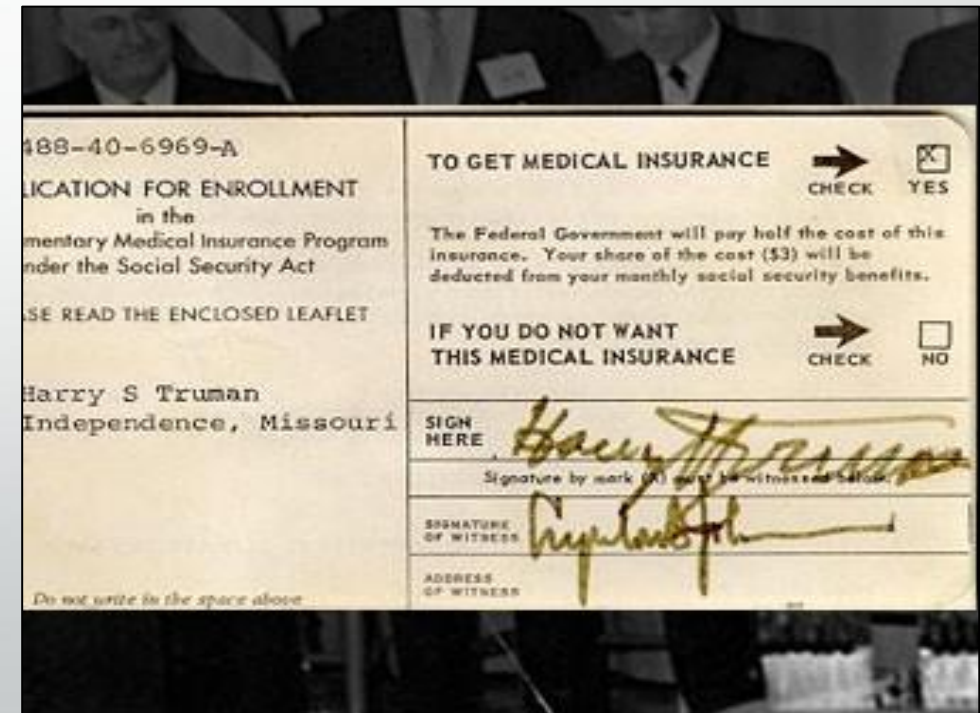
Medicare Supplement Solutions Workshop

Hammond Health Service LLC



Brief history of Medicare

1. Started in 1965 by President Johnson. First recipient was President Harry S. Truman.
2. First expansion in 1972 to include people under 65 who met a life qualifying event.
3. Second expansion happened in 2003 to include RX prescription drugs.



How It Works: Original Medicare

Part A:

- In-patient Hospital
- Home Healthcare
- Skilled Nursing Facility

Part B:

- All Doctors

Medicare Pays 80% You pay an Uncapped 20%



Where Do We Go From Here?

Two Options



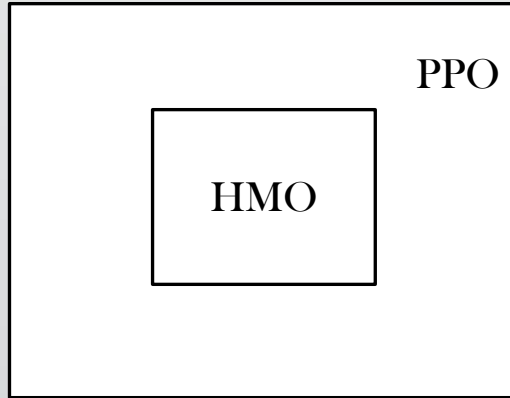
What Is Medicare Advantage?

- Network of Hospitals & Doctors
- Co-Pays
- Deductibles
- Forgo Medicare Parts A & B
- No Medical Underwriting
- \$0 - \$80 monthly cost
- Operates like any HMO or PPO you have ever had



Part C – Medicare Advantage

Networks:



No Medical Underwriting

Maximum Annual out-of-Pocket: \$3,400 - \$10,000

Co-Pay Examples:

Doctors Visit: \$0 - \$40

Specialist Visit: \$40 - \$50

ER Visit: \$75 - \$100

Ambulance: \$250 - \$300

Test/Labs: \$0 - \$50

X-Rays: \$0 - \$50

Scans: \$200 - \$400

Outpatient Surgery: \$275 - \$400

Hospital Stay: \$300 per day 1- 6. \$0 after day 7

What Are Medicare Supplements / Medi-Gap?

- Federally standardized programs
- All plans of the same letter have the same benefits
- No Networks; they are accepted nationwide!
- Medical Underwriting after initial enrollment



Which Supplement is for me?

- 92% of seniors who have a supplement are in a Plan F, G, or N. Plan F is NO LONGER for sale.
- Take back the power of your own healthcare
- Simplified solutions to suit your needs
- Last year's average savings was \$670 per year per client moving from one company to another



Medigap Benefit	Plan A	Plan B	Plan C	Plan D	Plan F*	Plan G*	Plan K	Plan L	Plan M	Plan 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	✗	✗	✓	✓	✓	✓	50%	75%	✓	✓
Part A deductible	✗	✓	✓	✓	✓	✓	50%	75%	50%	✓
Part B deductible	✗	✗	✓	✗	✓	✗	✗	✗	✗	✗
Part B excess charge	✗	✗	✗	✗	✓	✓	✗	✗	✗	✗
Foreign travel emergency (up to plan limits)	✗	✗	80%	80%	80%	80%	✗	✗	80%	80%
Out-of-pocket limit**	N/A	N/A	N/A	N/A	N/A	N/A	\$7,220 in 2025 (\$8,000 in 2026)	\$3,610 in 2025 (\$4,000 in 2026)	N/A	N/A

Part B deductible is \$283

✓= the plan covers 100% of this benefit

✗= the plan doesn't cover this benefit

% = the plan covers that percentage of this benefit and you're responsible for the rest

N/A = not applicable

The Medigap policy will only pay your coinsurance after you've paid the deductible (unless the Medigap policy also covers your deductible).

How Does It Work?

- Plan F: No Longer for Sale
- Plan G: Pays all A&B Gaps*
 - Except the Annual \$283 Part B deductible. 85% of people chose Plan G.
- Plan N: Pays all A&B Gaps*
 - Except the Annual \$283 Part B deductible & \$20 Doctor / \$50 ER; Possible Excess Charges up to 15%

What about my prescriptions?

Part D - Drug Plans

Annual Deductible: \$0 - \$500

Coverage / Co-pays

Tier 1: \$0 - \$60

Tier 2: \$0 - \$12

Tier 3: \$20 - \$45

Tier 4: \$35 - \$95

Tier 5 Specialty: 25% - 33%

Tier 6 Not on formulary: Full retail cost

New for 2025: \$2,100 CAP on covered Part D drugs

Starting 1/1/2025, all Medicare Rx plans will include a \$2,100 CAP on what you pay out-of-pocket for prescription drugs covered by your plan. If your out-of-pocket spending on covered drugs reaches \$2,100 (including certain payments made on your behalf, like through the Extra Help program), **you'll automatically get "catastrophic coverage."** That means you won't have to pay out-of-pocket **for covered Part D drugs** for the rest of the calendar year.

(IEP) Initial Enrollment Period

Three months before, the month of & three months after your 65th birth month. Coverage automatically approved for the plan you choose.

(AEP) Annual Open Enrollment Period

October 15th – December 7th

(OEP) Open Enrollment Period

January 1st – March 31st

• What you can Do:

Make a one-time change from:

- Medicare Advantage → Medicare Advantage
- Medicare Advantage → Medicare Supplement (must pass underwriting)

Getting Your Medicare Card

Who Needs to Enroll?

Automatic:

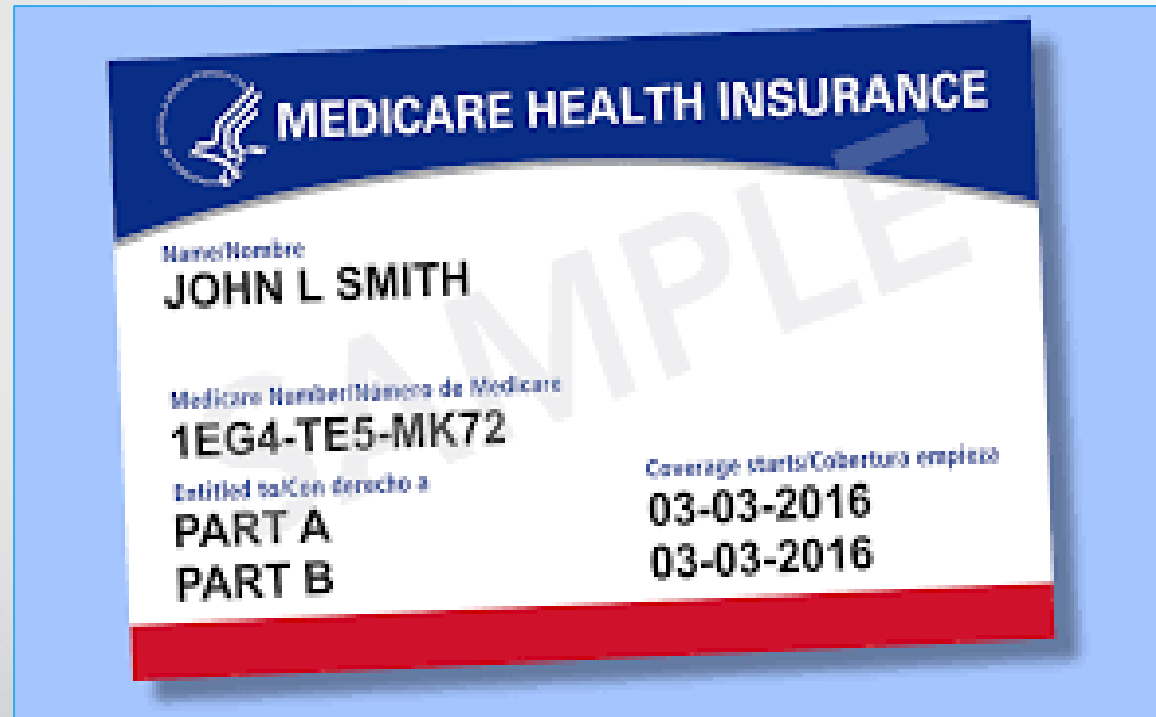
- People Turning 65 who are receiving Social Security or Railroad Retirement Board checks
- Medicare coverage begins the first day of the month you turn 65
- Your Card will arrive approximately 100 day before your birth month

Self-Enrollment:

- People turning 65 who are NOT receiving Social Security or Railroad Retirement Board checks
- Enroll on-line at www.ssa.gov/medicareonly
- **If still working, sign up for Medicare at least two months before you intend on retiring.**
 - Call S.S. # 1-800-772-1213
 - Visit your local S.S. office
- Once enrolled, your card will arrive in approximately four weeks



Understanding Your Card



https://www.google.com/search?q=medicare+card+example&tbm=isch&source=iu&ictx=1&fir=SPGqm7Jk-wOqDM%253A%252Cn3Dmoc3ohWYwXM%252C_&usg=__ir6yYTPEJrIAhOP97vx-xrYFhCI%3D&sa=X&ved=2ahUKEwig2LOMscDcAhXCyKQKHSBFBGQQ9QEwA3oECAYQCg#imgrc=SPGqm7Jk-wOqDM:&spf=1532732391579

Medicare Tips

1. Do not ask friends or family for their advice rather, ask them what they like and don't like about their Plan. No two people have the same medical needs.
2. Do not ask for information on-line
3. Speak with a Medicare Expert!!!!
4. **Financial peace of mind → Shop with an Independent Advisor It costs you nothing!!!!**

Why Use Hammond Health Service LLC?

- Medicare industry since 2010
- Thousands of hours of continuing education
- 100% Independent Medicare Insurance Advisor
- Licensed with the TOP 20 most competitive Medicare Insurance Companies in KS, MO, AZ and TX
- No bias or allegiance to any one company
- Can get YOU the best plan to fit YOUR needs
- Provide education to thousands of seniors and their family members



NEXT STEPS

1. Fill out follow up form after in-person workshop.
2. Schedule appointment by calling 913-687-5106 or at www.hammondhealthservice.com on our Contact Us tab.
3. Review all options; sign up for best plan to fit your needs.
4. Relax knowing you are all taken care of by an industry expert who has been serving seniors since 2010!

May God Bless you, your family and America!!

THANK YOU!

Cole Hammond II

hammondhealthservice@gmail.com

913-687-5106

www.hammondhealthservice.com

Hammond Health Service LLC

