

# WELCOME TO THE OHIO HEALTH BENEFITS MEDICARE 101 PRESENTATION

- Discussion Topics:

- What to expect as you approach age 65
- Do I have to sign up for Medicare?
- What is Original Medicare?
- What other Medicare choices do I have?
- What is the “Donut Hole”?
- Other factors to consider

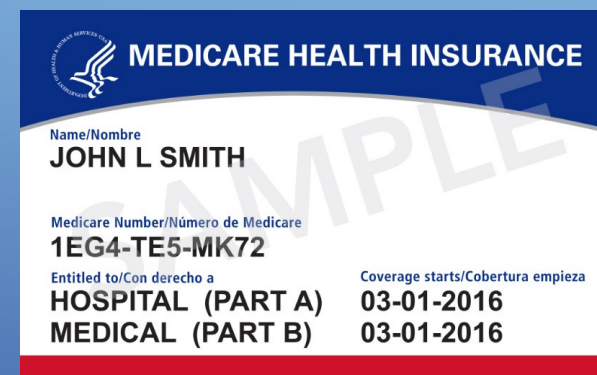


- Ohio Health Benefits was formed by Steve Clark in 2004.
- Built on a reputation for personal attention, flexibility, dependability and integrity, we carefully select both national and Ohio based carriers in order to provide customers with plans that fit each unique situation and budget.
- We work with many major carriers such as: Medical Mutual, Anthem, AARP/UnitedHealthcare, Humana, Aetna, SummaCare and many others.
- Ohio Health Benefits services all of Ohio. Our agents will make house calls in N.E. Ohio.
- There is no charge for our services.

## INTRODUCTION



- Be prepared to be overwhelmed with mail and phone calls.
- Everyone has an opinion on Medicare. What works best for your friends and family might not work best for you.
- If you are collecting Social Security, your Medicare card will come in the mail about 90-120 days before your 65<sup>th</sup> birthday.
- Coverage will start the first day of the month that you turn 65.
- New Medicare cards being issued starting April 2018-April 2019.



## WHAT TO EXPECT AS YOU APPROACH AGE 65



- If you are not collecting Social Security then you will not be automatically enrolled in Medicare?
- You may not need to sign up for Medicare if you are on an Employer plan.
- You should evaluate your options, Medicare vs Employer plan before deciding.
- If you keep your Employer plan after turning 65, you will have the option to enroll in Medicare at a later date without a penalty.
- Deciding factors might include your spouse's situation.

**DO I HAVE TO SIGN UP FOR MEDICARE?**



- Part A – Hospital coverage – usually no cost.
- Part B – Medical coverage – \$134/month, or higher if you are considered high income.
- Your enrollment period begins three months prior to your birthdate.
- How do you avoid late enrollment penalties?

**WHAT IS ORIGINAL MEDICARE?**



- Medigap – Plans pay after Medicare.
- Go to any doctor or facility nationwide that accepts Medicare.
- Higher monthly premiums with very little out-of-pocket expenses for medical treatments.
- Plans are standardized – the most common plans are Plan F, Plan G and Plan N.
- Should purchase a separate Part D (Rx) plan.

## **OTHER CHOICES – MEDIGAP & PART D**



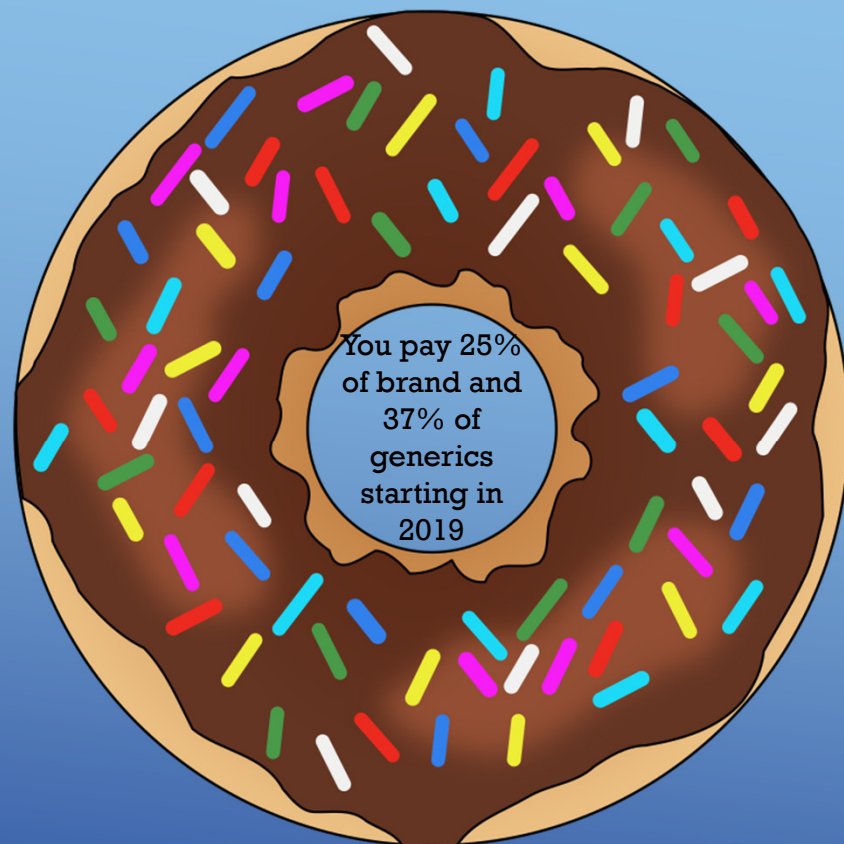
- Advantage Plans – Pay in place of Original Medicare
- Choices between HMO and PPO.
- Lower monthly premiums but with reasonable copayments and co-insurance for most services.
- A variety of plan designs available.
- Most plans include Part D (Rx) coverage.
- Many plans offer additional benefits not covered by Original Medicare.

## **OTHER CHOICES – ADVANTAGE PLANS**



- The Medicare Part D coverage gap, also known as the “donut hole,” is a temporary limit on what your Part D Plan pays. This means that after you and your drug plan have spent a certain amount of money for covered drugs, you’ll pay a higher share of out-of-pocket costs for these medications.
- You pay 35% on brand and 44% on generic drugs for 2018
- Not everyone reaches the coverage gap. (less than 14% of Medicare members reach the donut hole)

■ SOURCE: Yahoo!-ABC News Network 2018 ABC News Internet Ventures.



## WHAT IS THE “DONUT HOLE”?





- Future medical or prescription concerns
- Foreign and domestic travel habits
- Fitness habits
- Spousal insurance situations

## **OTHER FACTORS TO CONSIDER**



Because our core values are:

- Offer the best products and services.
- Provide outstanding service and support for the products we sell.
- Always be easy to do business with.
- Follow through on our commitments.
- Anticipate our customer's needs.
- Keep up with the ever-changing Medicare markets.
- Review with you as your needs/situation change.

**WHY CHOOSE OHIO HEALTH BENEFITS?**



- Contact Ohio Health Benefits to schedule an appointment.
  - Phone: 330-569-3379
  - Email: lfeckner@ohiohealthbenefits.net  
ekoon@ohiohealthbenefits.net
- Prepare a list of your doctors and medications.
- Let OHB do the homework to find the right plan for you!

**WHAT ARE THE NEXT STEPS?**

