



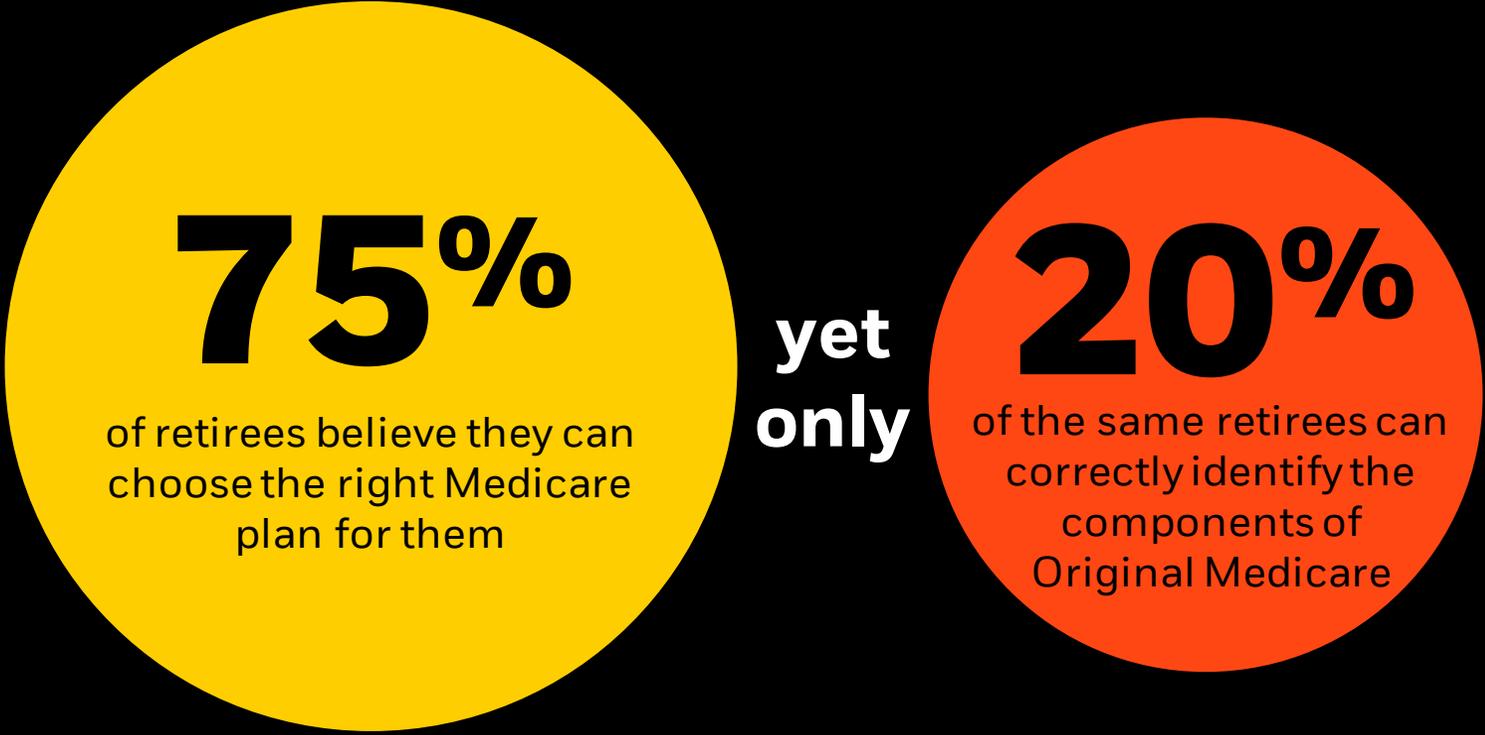
Making Medicare work for you

This material should be regarded as general information on health care considerations and is not intended to provide specific health care advice. If you have questions regarding your particular health care situation, please contact your health care, legal or tax advisor.



The value of advice when choosing a Medicare plan

Many retirees believe they can select the right Medicare plan for their needs, yet the vast majority don't fully understand the rules.

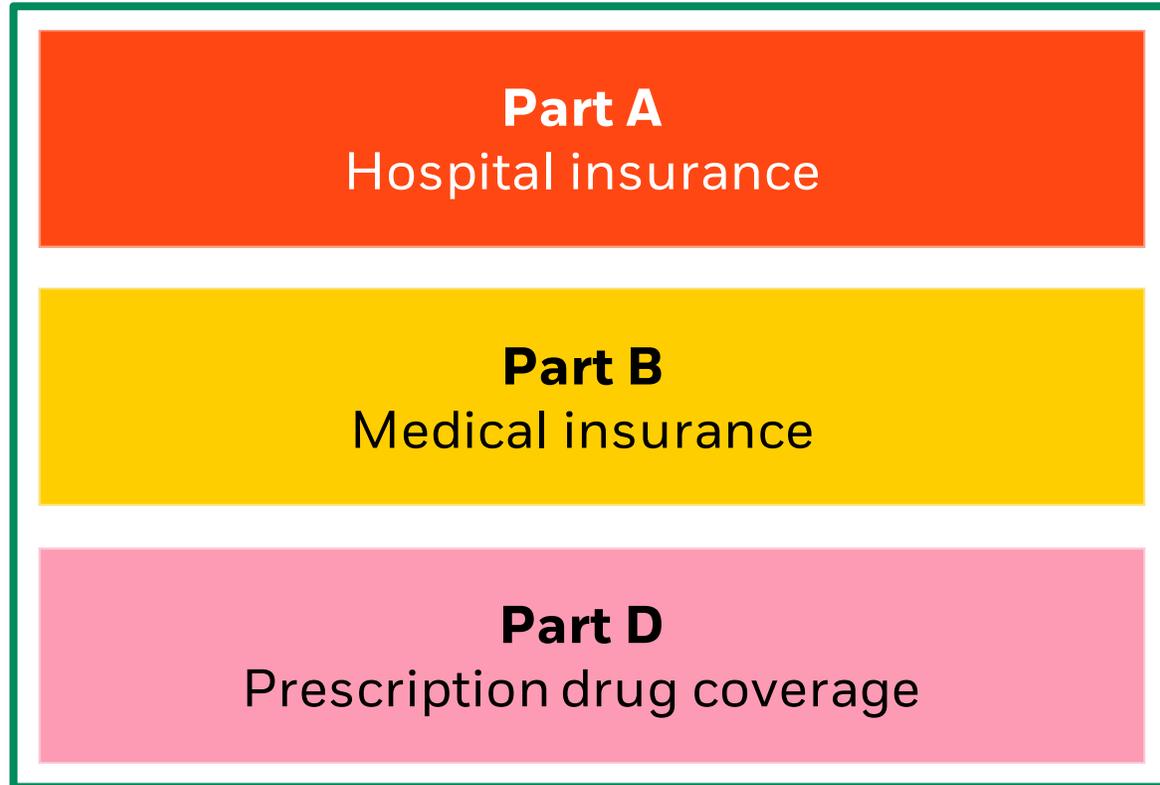


Sources: Healthpilot sponsored Medicare customer survey, March 2022; Healthpilot Annual Enrollment Period report, December 2021.



What is Medicare?

A federal health insurance program for people 65 and over*



Medigap

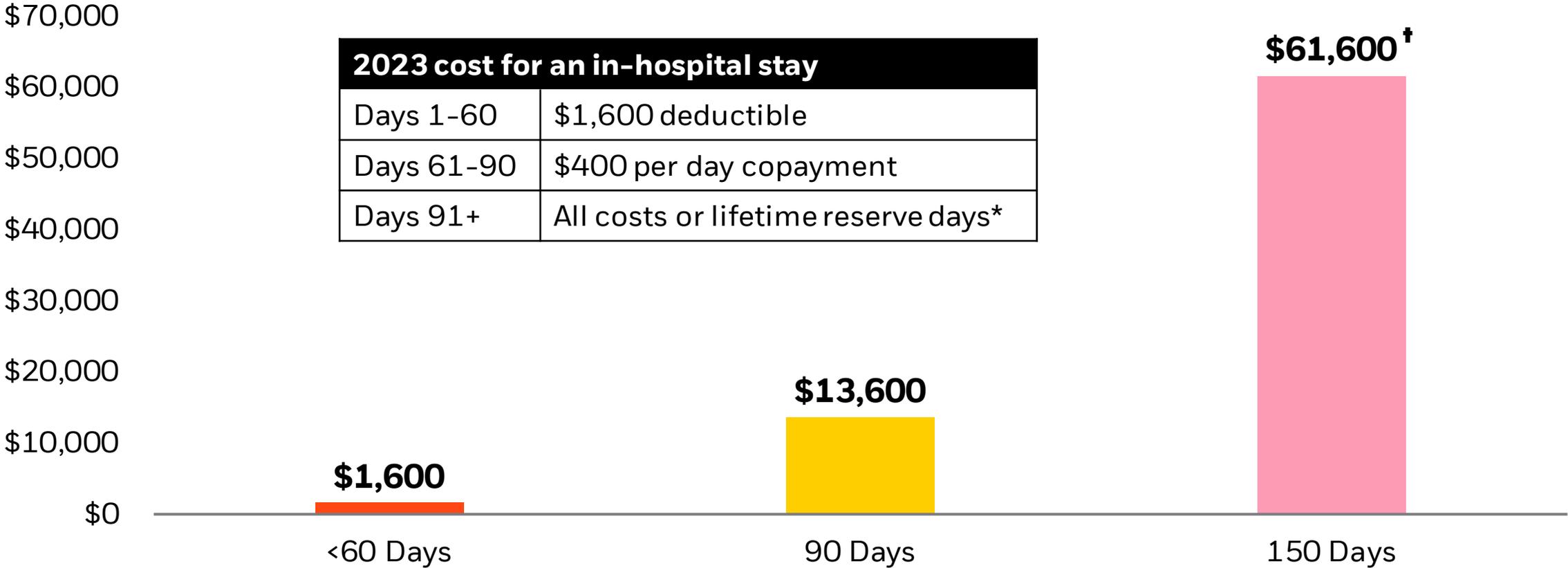


* And for many disabled people.



Understanding the costs of Part A

Out-of-pocket costs for a hospital stay (2023)



* 60 non-renewable days with \$800 per day copayment.

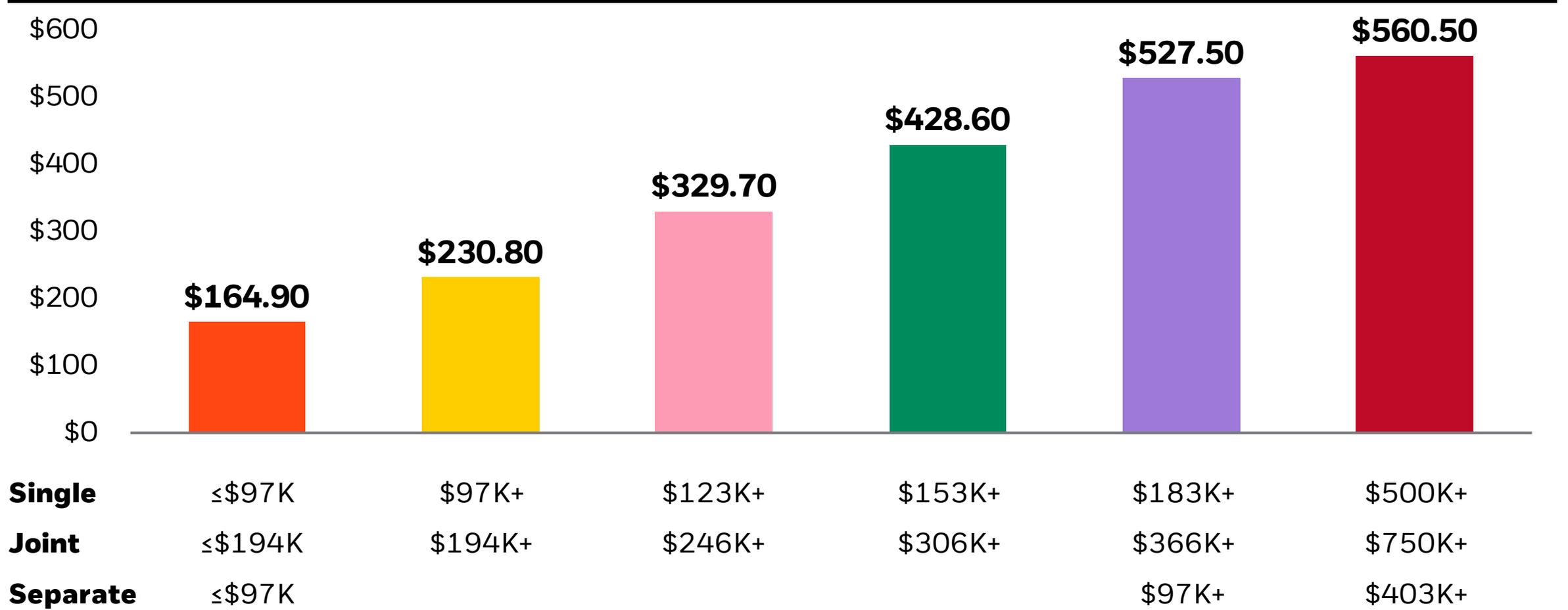
[†] Assumes use of 60 lifetime reserve days.

Source: Centers for Medicare & Medicaid Services.



Understanding the costs of Part B

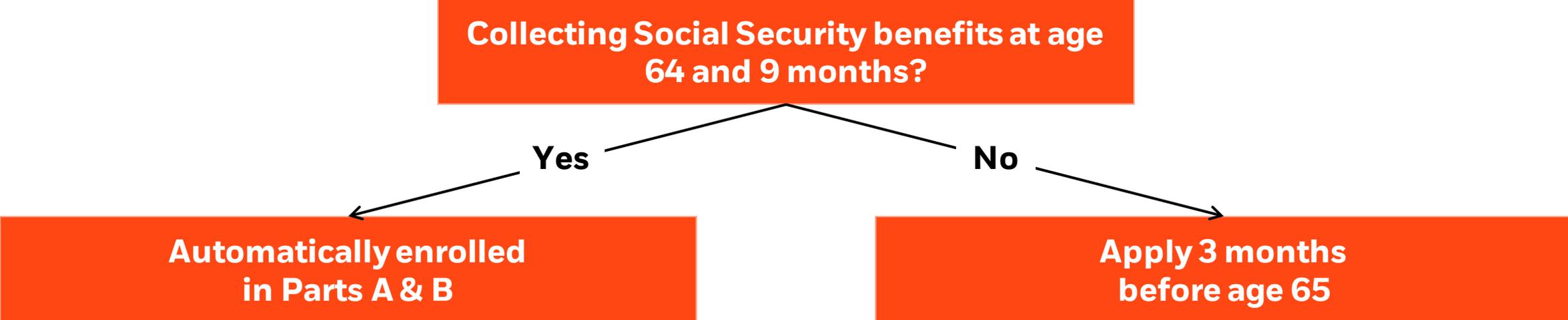
Monthly Part B premiums (2023)



Source: Centers for Medicare & Medicaid Services.



Enrolling in Parts A & B



Enrollment periods for Part B

Initial
7-month period between age 64 and 9 months and age 65 and 3 months

General
Jan 1-Mar 31 each year (surcharges may apply)

Special
Anytime while covered by a current employer's plan or within 8 months of separation

Medicare is secondary to employer's plan while working*



Sign up for Part A

- It may pick up costs not covered by employer's plan



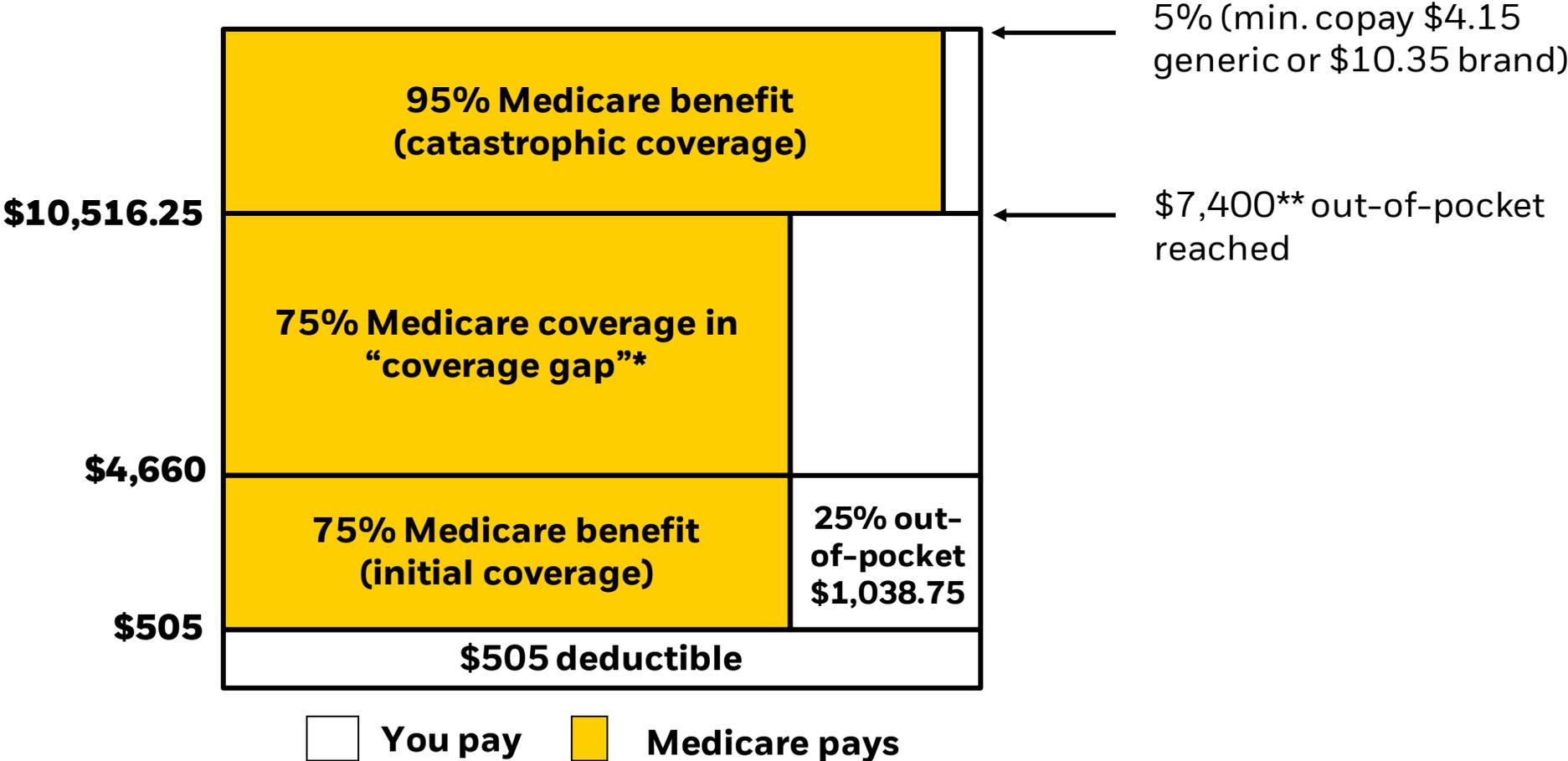
Delay Part B

- Potentially redundant
- Premium may be higher
- May trigger Medigap choice

Still working at age 65?

* Assumes an employer with 20 or more employees.

Understanding the costs of Part D



*For 2023, Plan will pay 75% of Generic & Brand Name costs.
 **If using Brand Name drugs, 70% of the 75% discount plus your 25% payment will be credited toward your \$7,400 threshold.
 Source: Centers for Medicare & Medicaid Services, 2022



Choosing the right Part D plan

What's most important?

Cost

Premiums

Deductibles

Co-pays

Coverage

Which drugs are covered?

Are there rules for getting them?

Are there restrictions on specific drugs or limits on number of prescriptions?

Do they cover prescriptions in the “donut hole”?

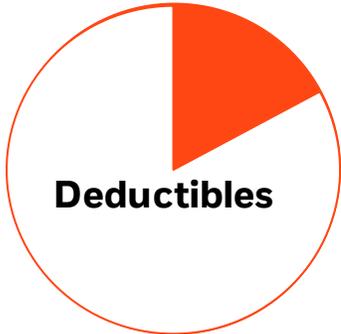
Convenience

Participating pharmacies

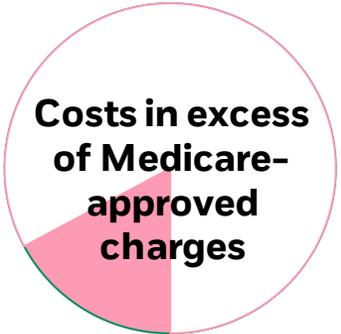
Mail order prescriptions



Do you need a Medigap policy?



Plan B



Plan K



Plan L



Plan G



Plan D



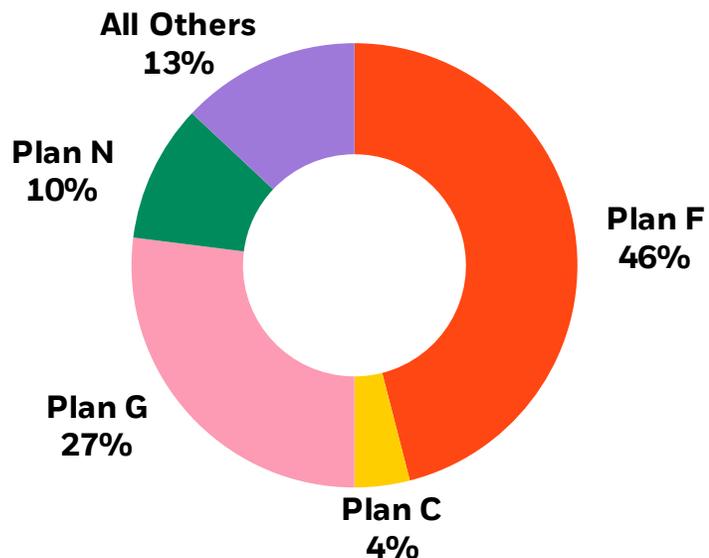
Plan N

Source: Centers for Medicare & Medicaid Services.



Getting the most from Medigap

Most popular plans (by number of people enrolled)



Plan G covers:

- Deductible for Part A, coinsurance and excess charges for Parts A and B
- Skilled nursing facility care
- Hospice care
- Foreign travel emergency
- First three pints of blood

Shop around!

Medigap Plan G for a 65-year-old female nationwide could cost*:



Sources: AHIP, "The State of Medicare Supplement Coverage: Trends in Enrollment and Demographics," March 2022; Weiss Ratings (as of April 2018); Medicare.gov
 *Calculations exclude Minnesota, Wisconsin, and Massachusetts, which do not follow the standard A-N plan descriptions. Calculations include all pricing methods.



Next Steps

Leverage your financial professional's Medicare resources to help you understand your options

Decide between original Medicare and Medicare Advantage

Construct an implementation timetable with your financial professional

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