



Senior Healthcare

Change is the only constant

The 3 Cornerstones of Healthcare

1

Medicare

A light gray stethoscope icon is centered behind the text 'Medicare'.

2

Part D

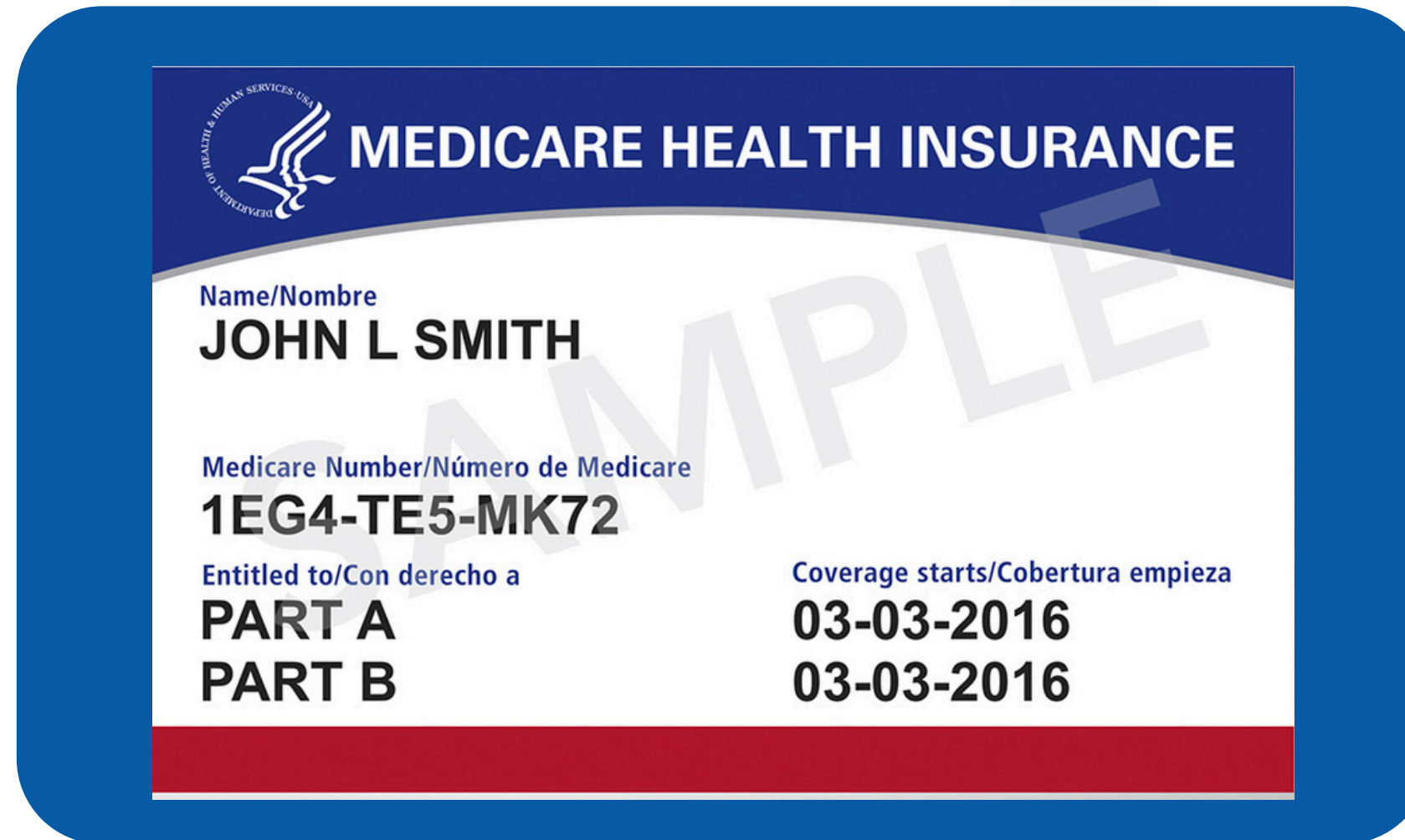
A light gray icon of a medicine bottle and several pills is centered behind the text 'Part D'.

3

**Long-Term
Short-Term**

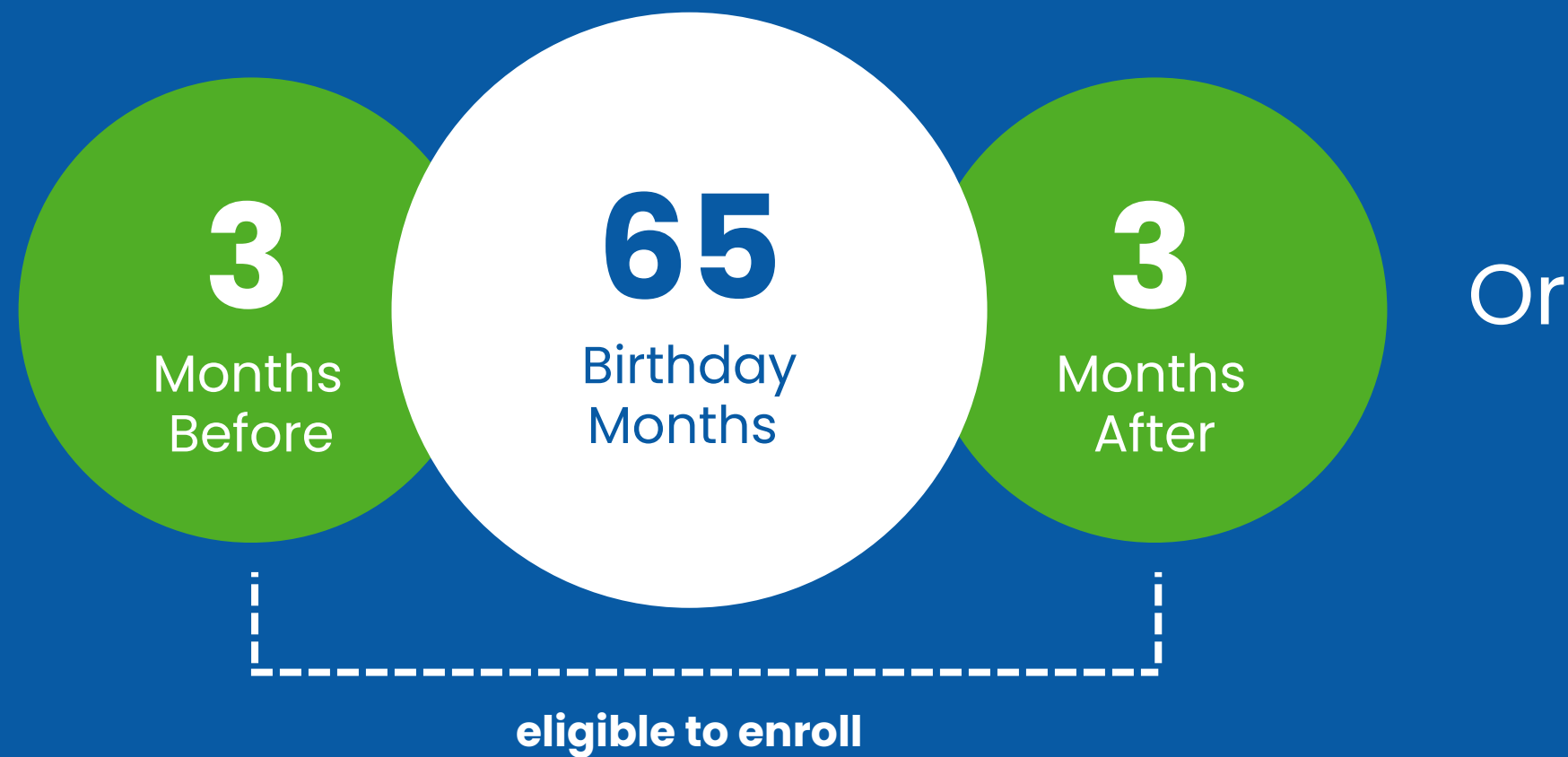
A light gray clock icon is centered behind the text 'Long-Term Short-Term'.

New Medicare Card



If you received on these cards, you enjoy the benefits of the Medicare Healthcare System!

Eligibility



- 1. When you qualify for Medicare Part B.
- 2. Permanent Disability for at least 2 years.
- 3. You have end-stage renal disease.
- 4. You have ALS or Lou Gehrig's disease.

July 30th, 1965
Medicare signed
into law

1965

Medicare Part C &
Part D was created
by the Balanced
Budget Act of 1997.
Known as Medicare
Advantage Plans

2006



Plans change
Formularies change
Deductibles change
Medicare is always
changing

2020

Medicare Changes

1983

Prospective Payment System formed
creating the Diagnostic Related Groups
(**DRG's**) Impact: Nursing Home Admissions
increased by 45% **launching** the **LTC crisis in
America!**

2016

Medicare reimbursement codes
had a major overhaul. Medicare
instituted the "Observation Stay"

What are your Medicare choices? You have two directions you can take...

Original Medicare

80%

Part A
Hospital
Insurance

Part B
Medical
Insurance

***Additional Coverage Recommended**

20%

Medicare
Supplement
Insurance
(Medigap)
Plans

Premium

Part D
Prescription
Drug Coverage

Medicare Advantage Plan Part C

Most plans combine
Part A and **Part B**
+
Part D

Prescription Drug Coverage
Plans vary by county

A Closer Look at Medicare's Parts

Part A

Hospital Coverage

Inpatient care
in, hospitals,
including
critical access
and long-term
care hospitals

Part B

Medical Coverage

Doctors
services and
outpatient care
when medically
necessary

Part C

Medicare Advantage Plans

Including all of
parts A + B as
well as extra
benefits

Part D

Prescription Drug Coverage

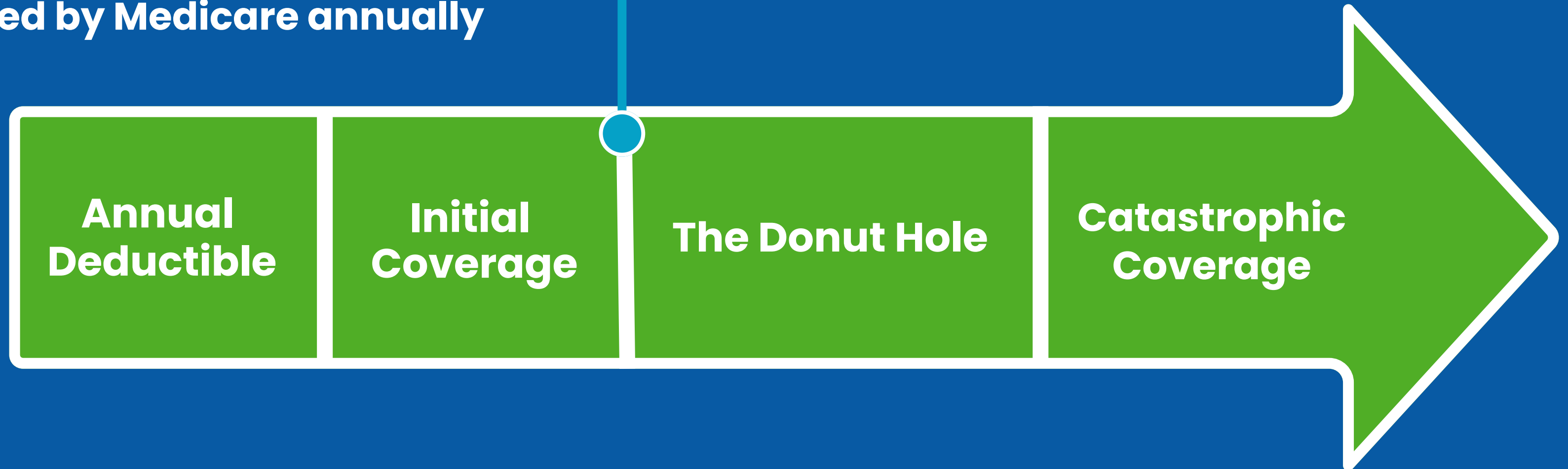
Available in
standalone
plans or as part
of Medicare
Advantage

Medicare Supplement Plans

[illegible]

Part D

Spent a Certain amount,
determined by Medicare annually



Choosing not to enroll in a Part D plan can cost you?

Example of estimated penalty cost:

1% of the National Avg. Monthly Premium X # of months not enrolled = \$ penalty

Example

MRS. SMITH

The 2019 national base beneficiary premium is

\$33.19

MRS. SMITH WAS WITHOUT PART D FOR 31 MONTHS

= **31%** Penalty

\$33.19 x 31% = \$10.29

\$10.29 is then rounded to the nearest \$0.10 = \$10.30



Mrs. Smith will pay a Part D penalty of

\$10.30

in addition to her Part D premium.

How are they different?



Medicare Supplement

- Can choose doctor and hospital
- No Referrals Needed
- No Networks
- Coverage is not guaranteed
- Premium cost \$
- No copays or deductibles
- RX drugs not included



Medicare Advantage

- Must use plan doctors and hospitals
- May need referrals
- May have network restrictions
- Have specific enrollment periods
- Generally low or \$0 plan premium
- Co-pays & Deductibles apply
- RX drugs included with most plans

Which option is best for you?

Things to consider...



**Plan availability
where you live?**



**Which doctors you
use?**



Your health status?



**What RX drugs do
you take?**



**Do you travel often
or live in multiple
states?**



**Premiums vs
Co-pays?**

Which way are you leaning?

Original Medicare

80%

Part A
Hospital
Insurance

Part B
Medical
Insurance

***Additional Coverage Recommended**

20%

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Supplement
Insurance
(Medigap)
Plans

Premium

Part D
Prescription
Drug Coverage

Medicare Advantage Plan Part C

Most plans combine
Part A and **Part B**
+
Part D
Prescription Drug Coverage
Plans vary by county



THRIVE
RETIREMENT GROUP

☎ (336)-899-0670 ✉ info@ithriveins.com 📍 4045 Premier Drive Suite 208, High Point, NC, 27295