



# Welcome To Medicare

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**UT-818995 TN-3001259024 TX-2655166 WA-1127311**



# What is Medicare and Who can get it?



Medicare is a Federal Program that offers health insurance to:

- U.S. Citizens and legal residents who have lived in U.S. for at least 5 years in a row and are:
- Age 65 or older
- Younger than 65 with qualifying disability
- Any age with a diagnosis of end-stage renal disease or ALS

To apply Online for Medicare go to <https://www.ssa.gov/benefits/medicare/>

*Federal Medicare Program has 2 parts*

## Part A

Covers approximately 80% of inpatient hospital, skilled nursing care and some other benefits

A sample Medicare Health Insurance card for John L. Smith. The card is blue and white with a red bar at the bottom. It includes the Medicare logo, the name 'JOHN L. SMITH', the Medicare number '1EG4-TE5-MK72', and coverage start dates for Part A (Hospital) and Part B (Medical) as 03-01-2016. A large 'SAMPLE' watermark is overlaid on the card.

<b>MEDICARE HEALTH INSURANCE</b>	
Name/Nombre <b>JOHN L. SMITH</b>	
Medicare Number/Número de Medicare <b>1EG4-TE5-MK72</b>	
Entitled to/Con derecho a <b>HOSPITAL (PART A)</b>	Coverage starts/Cobertura empieza <b>03-01-2016</b>
<b>MEDICAL (PART B)</b>	<b>03-01-2016</b>

## Part B

Covers approximately 80% of doctor visits, outpatient care and some other benefits



# Costs associated with Medicare



Medicare **Part A** may be \$0 or low premium for those who have employment history paid into Medicare

Medicare **Part B** has a premium calculated based upon income tax filed 2 years prior to Medicare eligibility

**+ Federal Medicare also has costs such as:**



## **Deductible**

**Both** Part A and Part B have deductibles (a set amount) that you must pay before coverage begins

## **Copay**

An amount you pay for services received, before Medicare pays their approved portion

## **Coinsurance**

A percentage of the cost for covered services before Medicare pays their approved part

**It is important to remember that Medicare does NOT cover Everything**



# Medicare Enrollment Periods



## **Initial Enrollment Period (IEP) - Turning 65 or enrolling in Medicare for the 1<sup>st</sup> time**

3 months BEFORE 65<sup>th</sup> Birthday Month + The Birthday month + 3 months AFTER 65<sup>th</sup> Birthday Month  
If this Initial Period is Missed, there is an opportunity to enroll between January 1 to March 31

## **Special Enrollment Period (SEP) - Anytime during the year**

8 months within the Termination of employer based health coverage. Also, available for certain other situations.

## **Annual Enrollment Period (AEP) - October 15 – December 7**

When already enrolled in Medicare Advantage or Prescription Drug Plan and need to change those plans

## **Open Enrollment Period (OEP) - January 1 – March 31**

One time change for Medicare Advantage Plans ONLY



## What if I work past 65?

- You may enroll in Part A only, which is premium free for most people with employment history paid in to Medicare.
- Some employers require you to take full Medicare benefits (Part A and Part B) at age 65.
- Check with your employer benefits administrator before making Medicare decisions.
- Medicare will generally enroll you if you are receiving Social Security OR Railroad Retirement benefits.
- If you do not fall in either of the above categories, you will have to sign up for Medicare on your own and here's the link online <https://www.ssa.gov/benefits/medicare/>
- The link to apply for Part B while you already have Part A <https://www.cms.gov/cms40b-application-enrollment-part-b>
- The link to find out your Part B premium costs <https://www.medicare.gov/your-medicare-costs/part-b-costs>
- When you apply for your Part B at a later date, here's a link to a form to be filled out with your employer benefits administrator and submitted to Medicare. This is necessary to avoid LATE Enrollment Penalty for those who are eligible, [but do Not apply for Medicare Part B, instead remain on employer group plans, https://www.cms.gov/cms-l564-request-employment-information](https://www.cms.gov/cms-l564-request-employment-information)

*Are you ready for a quick break to realize  
how Exciting Medicare age can be?*

*Meet Ms. Ernestine who on her 80<sup>th</sup> Birthday shows no signs of slowing 😊*





# Already Have Medicare? How to get further coverage

*for some things that Federal Medicare does NOT cover?*



## **OPTION 1**



### Medicare Supplement Plan

#### aka Medigap Plan

Helps pay some out-of-pocket costs that come with Federal Medicare

**Note:** Medicare Supplement plans do NOT have Drug Coverage

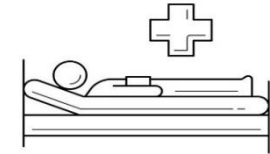


### Part D or Prescription Drug Plans

Helps cover prescription drugs



## **OPTION 2**



### Medicare Advantage Plan

#### aka Part C +

Combines Part A (hospital insurance) and Part B (medical insurance) in One Plan

#### Part D +

Many plans include Drug Coverage



Offers additional benefits NOT provided by Federal Medicare



## ***Few more things on*** **Medicare Advantage *and* Medicare Supplement**



1. You must continue to pay your Medicare Part B premium.
2. With Medicare Advantage it's best to use network providers. In certain situations, you may use out of network providers.
3. With Medicare Advantage or Prescription Drug Coverage, you may qualify for help in paying your plan premiums or for medications through a low income subsidy or Extra Help. To find out more, call Social Security Administration at 1-800-772-1213 or go to this web page: <https://www.medicare.gov/manage-your-health/information-for-my-situation/i-need-or-get-extra-helpmedicaid>
4. If you wait longer than 63 days to enroll in Part D (including Medicare Advantage plans that include Part D) you may pay a penalty, unless you have another creditable coverage that is equal to the coverage provided by Medicare and/or Medicare Insurance plans.
5. Medicare Supplement and Medicare Advantage plans are very different in that Supplement plans are Secondary to Federal Medicare vs. Medicare Advantage plans combine Federal Medicare Parts A, B and most of the time, D into a single plan, which are mostly network based.
6. Medicare Advantage plans offer the same rights and protections as Federal Medicare, in addition to having the safety net of annual maximum out-of-pocket and many additional benefits.

***How about another quick break to freshen up our minds  
and be able to  
focus better on the basics of Medicare 😊***



**Meet 102 years young Ray Clark with his 87 years young Trainer**





# Prescription Drug Coverage Stages



## **Annual Deductible *STAGE***

If there is a deductible, member pays 100% of medication until it's met. Plan pays \$0.

Find out if your plan has a deductible.

## **Initial Coverage *STAGE***

Member pays a copay or coinsurance.

A copay is usually a fixed amount.

A coinsurance is usually a percentage.

Plan pays the balance of copay and coinsurance UNTIL Total Drug Costs (by member & plan together) reaches \$2,000 (in 2025)

## **Coverage Gap / Donut Hole *STAGE***

This stage has been eliminated by CMS (in 2025)

## **Catastrophic Coverage *STAGE***

Member pays \$0 copay for Medicare-covered Part D medications in this phase.

Plan payment varies; but, typically plan will pay full cost of covered drugs for the rest of the Year.

# More Information on Drug Coverage

- **In and Out of Network Rx AND Preferred vs. Standard Rx**

*To get benefits, in-network pharmacies must be used. Preferred Rx's may save further \$*

- **Tiered Formulary / Drug List**

Tier 1 – Preferred generic drugs

Tier 2 – Generic drugs

Tier 3 – Preferred brand name drugs

Tier 4 – Non-preferred drugs

Tier 5 – Specialty drugs



- **Step Therapy** - *When available, the plan may ask you to try one or more of lower-cost generic drugs before approving coverage for brand name drugs.*
- **Quantity Limits** - *This may be necessary to ensure safe and effective use of the drug. If more quantity is needed, you and your doctor may ask for additional quantity utilization.*
- **Prior Authorization** - *Prior to coverage, the plan may need more information from your doctor to make sure drug is being used correctly and for covered condition.*
- **Exception Requests** - *For drugs not covered by your plan, you and your doctor may ask for Formulary Exception. The same may also be done for quantity limit, which is called Utilization exception.*
- **Coverage Decisions** - *For exceptions requests indicated above, the plan will make a decision in 72 hours or it will be expedited if you or your doctor believe your health is at risk due to waiting time.*

**Last quick brain break with another Inspiration 😊**

**Meet Tao Porchon-Lynch, world's oldest Yoga Teacher at 97**





# How to get the help I need?



There are many resources to utilize including, but not limited to:

**Medicare Helpline** 1-800-633-4227, TTY 1-877-486-2048

**Medicare Office** 1-800-772-1213, TTY 1-800-325-0778 or log into Medicare.gov at <https://www.medicare.gov/>

Online resources, including **Medicare Made Clear videos** at <https://www.youtube.com/user/medicaremadeclear>

**Your own dedicated Licensed Insurance Agent that specializes in Medicare** is a resource who provides customized help for when you don't have the time to go through details of learning and not missing important information. **Agents do not charge \$ for their services and only receive commission from insurance companies when they write a policy. An independent agent, such as myself ☺, has to take a variety of state, local and insurance carrier tests in order to get licensed, certified and appointed to specialize in Medicare Plans.**

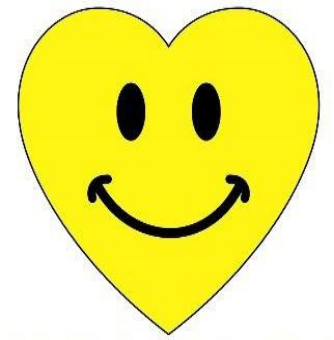
## ***An agent can help to:***

- **Shop for Medicare plans, including look up doctors and providers to make sure they are a part of your network.**
- **Inform you about all the pertinent details of plans, including check prescription Medications, Stages, Tiers, anticipated Costs and More.**
- **Review and recommend plans that may have more extensive benefits than your current plan.**
- **Help to find out IF you qualify for Extra-Help with Medications or Premiums, such as Low Income Subsidy or Medicaid (Medi-Cal in CA)**
- **Your agent is also available to help and coach when any issues come up.**

**NOTE:** Licensed Insurance Agents are NOT employees of Medicare and are NOT associated with Federal Medicare.



***Thank You for meeting me online and  
I hope this quick overview was helpful***



Smile! It's Good for Your Heart

***I'm here to hold your hand through the rest of your Medicare Insurance Plan journey***

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