

Unraveling Medicare: A 101 Guide



***Your Transition to
Medicare Team***





- We are a dedicated insurance agency specializing in Medicare;
- We handle all products related to Medicare;
- We enroll people new to the Medicare system;
- Our services are completely free – insurance carriers compensate us, not our clients;
- We offer lifelong support for claims and billing to ensure peace of mind.

Medicare Benefits & Questions Line

2020 Medicare Advantage Plans Now Available!

Additional Benefits
FREE Hearing Aids
FREE Eyeglasses
FREE Meal Delivery
FREE Rides to Appointments

SAVE MONEY

ADDITIONAL BENEFITS

- DENTAL
- VISION
- HEARING
- PRESCRIPTION DRUGS

All At
No Additional
Cost!

re Advantage F
Often Include:

- ✓ Dental Plans
- ✓ Vision Plans
- ✓ Prescription Drug Coverage

SOME PLANS INCLUDE:

- ✓ No Copay
- ✓ No Deductible
- ✓ \$0 Monthly Premiums

MEDICARE COVERAGE HELPLINE

The plan also
includes:
Dental
Vision
Hearing
And Prescription

MEDICARE BENEFITS HOTLINE
NEW MEDICARE ADVANTAGE PLANS NOW AVAILABLE

\$0 PREMIUMS
\$0 DEDUCTIBLES
NO CO-PAYS

MEDICARE BENEFITS HOTLINE NOW OPEN
FREE MEDICARE BENEFITS REVIEW

\$0 PREMIUMS
\$0 DEDUCTIBLES

MEDICARE BENEFITS HOTLINE NOW OPEN
FREE MEDICARE BENEFITS REVIEW

**NEW
MEDICARE
BENEFITS**

2020

80

We are your Health N

Because we offer a \$0 monthly plan price

Our flexible Health Plan Medicare Advantage plan

register for a FREE consult to you

\$0

\$0

\$0

register for a FREE consult to you

2-8340 (TTY: 711)

2-8340 (TTY: 711)

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2-8340 (TTY: 711)

2-8340 (TTY: 711)

2-8340 (TTY: 711)

2-8340 (TTY: 711)

SAVE MONEY

CALL FOR ADDITIONAL BENEFITS

- FREE HEARING AIDS
- FREE EYEGLASSES
- FREE RIDES TO APPOINTMENTS

CALL THIS SPECIAL TOLL-FREE NUMBER!

800-961-1471 TTY: 711

MEDICARE ADVANTAGE PLANS MAY OFFER:

- ✓ Free Hearing Aids
- ✓ Free Eyeglasses
- ✓ Free Wellness Visits

CALL NOW! 1-800-401-6563

Search on
medicare.gov





If you do this right, the chances are very good that you will enjoy a more meaningful, purposeful or happier rest of your life than you otherwise might have.

See "The action plan" (below left) to get started in this next stage of life.

A once-in-a-lifetime opportunity

So, there you have it. I urge you to view elderhood as an awesome opportunity to reimagine what you may want to

your future. It will take self-assessment and self-reflection on your part, but how much more meaningful, satisfying or purposeful your life may turn out to be, is

Edwin W. Smith (coachw@retirement.com), a Costco member, retired from full-time work in 2016 after a long career as a career counselor and vocational expert.



by DR. STEVEN COHEN

My mother's chemotherapy cost \$79,000. That was a crippling figure. How can people in their retirement years afford to stay healthy?

The answer is that, with the right choices, people on Medicare can lower their medical costs by hundreds to thousands of dollars annually. It's a matter of taking advantage of free resources to find the right plan. For example, before my mother's death, she was prescribed an expensive medicine for lung cancer that wasn't covered by her insurance. In 2013, choosing the right Medicare plan lowered the cost of this medicine from \$79,000 to \$6,000 per year.

I'll give a quick overview of Medicare basics, then conclude with tips on helping you choose the best plan for your needs.

Medicare is complicated

If you're 65 and older, or have certain

- First, you need to enroll in Medicare when you're first eligible—in fact, postponing it will result in a Plan B late-enrollment penalty.

• Even when you're on Medicare, there are still costs. These include monthly premiums, deductibles and co-pays depending on your plan. These costs can be lowered through the supplemental plans offered by private insurance companies.

- You can change plans as your situation changes, but only during specific time periods. For most people, the period to pick a new plan is October 15 to December 7.—SC



Your Transition to Medicare Team

Medicare

1

What is it?

5

What will it cover?

2

Do I need it?

6

Putting the parts together

3

How do I get it?

7

What do things look like in reality?

4

How much does it cost?

8

Go relax. You chose wisely.

2

DO I NEED IT?



The very first question should be...
"Do I need to enroll into Medicare at 65 years old?"

So, this is where we can help you figure that out. If you'd like our help, please fill out the form below and answer some basic questions for us. We will EMAIL you information and you can take it from there.

[Click here for help](#)

I am CURRENTLY collecting Social Security benefits: *

Please Select



Your CURRENT insurance coverage is through: *

Please Select



Are you CURRENTLY putting money into a health savings account? *

Please Select



IMPORTANT: Do you have access to any RETIREE health insurance - this will typically be a former employer's plan, FEHB, TriCare for Life, ChampVA, retired union, schoolteacher, municipalities, etc. *

Please Select



I'm in the process of retiring and need Medicare to begin: *

Please Select



Notes: Anything that you'd like to share. The more we know about your situation, the more we can help.

Type here...

What is Medicare? - Federal Health Insurance



Not intended to pay
100% of healthcare
costs



Designed for US-
based healthcare

Who is eligible?

- ✓ Age 65 and older
- ✓ Disabled – any age
- ✓ Diagnosed with End Stage Renal Disease (ESRD) or ALS

Part A “Hospital Insurance”



Part B “Medical Insurance”



Inpatient Hospital	YOU Pay
Part A Deductible	\$1,676 each benefit period
Days 1-60	\$0 after deductible
Days 61-90	\$419/day
Days 91 and beyond (up to 60 lifetime reserve days for your lifetime)	\$838/day
Beyond Lifetime Reserve Days	ALL Costs
Skilled Nursing Facility	YOU Pay
Days 1-20	\$0/day
Days 21-100	\$209.50/day
Days 101+	ALL Costs
Home Health Care	YOU Pay
Covered Services	\$0
Durable Medical Equipment	20% Coinsurance

Part B Services	YOU Pay
Part B Deductible	\$257/year
Preventive Services/Clinical Labs	\$0 Coinsurance
Doctor Office Visits	20% Coinsurance
Durable Medical Equipment	20% Coinsurance
Outpatient Surgery	20% Coinsurance
Outpatient Hospital	20% Coinsurance
Chemotherapy	20% Coinsurance
Most Other Part B Services	20% Coinsurance



MEDICARE

PART A



- ✓ Long-term care expenses are NOT included - Consult with your advisors for a comprehensive strategy

*** We DO provide SHORT TERM care coverage**



MEDICARE

PART B



✓ **80% coverage.**

Remember that there is *no cap* to that 20% if you are solely enrolled into Part A and Part B.

Original Medicare will NOT cover



Where do we go for advice? Often, the wrong places.



Friends, family &
colleagues



Social Security



Doctor



Financial planner,
HR or CPA

So you are ELIGIBLE for Medicare... some common scenarios

1

Eligible for
retiree coverage

2

Actively
employed

3

Smaller
Employer < 20

4

ACA/Marketplace


5

COBRA

6

Only have
Part A and B

Ok, I do need
Medicare....



Are you covered through EMPLOYER
coverage as you turn 65?

things to consider...

- NOTE: If ACTIVELY WORKING, you are not going to get “the penalty!”
- Anyone else on your plan?
- Cost per month from your paycheck
- How is your health?
- Cancer and hospital indemnity plans as a buffer
- *Creditable coverage is defined by the Centers for Medicare & Medicaid Services as "prescription drug coverage (e.g., from an employer or union) that's expected to pay, on average, at least as much as Medicare's standard prescription drug coverage."*

YouTube
Search for:
“Giardini Medicare”



Working Past 65? What
Medicare Really Means For...



First Step: Part A and Part B



You'll have "Original (or Traditional) Medicare"



How much will
Medicare's **Part B** Cost

2025 IRMAA



2025 Part B IRMAA Income Levels and Monthly Premiums

(Based on Modified Adjusted Gross Income from 2023 Federal Tax Returns)

File Individual Tax Return	File Joint Tax Return	Married and File Separate Tax Return	Monthly Part B Premium
\$106,000 or less	\$212,000 or less	\$106,000 or less	\$185.00/month
\$106,001 - \$133,000	\$212,001 - \$266,000	N/A	\$259/month \$185 + \$74
\$133,001 - \$167,000	\$266,001 - \$334,000	N/A	\$370/month \$185 + \$185
\$167,001 - \$200,000	\$334,001 - \$400,000	N/A	\$480.90/month \$185 + \$295.90
\$200,001 - \$499,999	\$400,001 - \$749,999	\$106,001 - \$393,999	\$591.90/month \$185 + \$406.90
\$500,000 or above	\$750,000 or above	\$394,000 or above	\$628.90/month \$185 + \$443.90

Modified Adjusted Gross Income = Adjusted Gross Income (Form 1040 line 11) + Tax Exempt Interest (Form 1040 line 2a)

2025 IRMAA



2025 Part D IRMAA Income Levels and Monthly Premiums

(Based on Modified Adjusted Gross Income from 2023 Federal Tax Returns)

File Individual Tax Return	File Joint Tax Return	Married and File Separate Tax Return	Monthly Part D Premium
\$106,000 or less	\$212,000 or less	\$106,000 or less	your plan premium + \$0/month
\$106,001 - \$133,000	\$212,001 - \$266,000	N/A	your plan premium + \$13.70/month
\$133,001 - \$167,000	\$266,001 - \$334,000	N/A	your plan premium + \$35.30/month
\$167,001 - \$200,000	\$334,001 - \$400,000	N/A	your plan premium + \$57.00/month
\$200,001 - \$499,999	\$400,001 - \$749,999	\$106,001 - \$393,999	your plan premium + \$78.60/month
\$500,000 or above	\$750,000 or above	\$394,000 or above	your plan premium + \$85.80/month

Modified Adjusted Gross Income = Adjusted Gross Income (Form 1040 line 11) + Tax Exempt Interest (Form 1040 line 2a)

Form SSA-44

Form **SSA-44** (12-2023)
Discontinue Prior Editions
Social Security Administration

Page 1 of 8
OMB No. 0960-0784

Medicare Income-Related Monthly Adjustment Amount - Life-Changing Event

If you had a major life-changing event and your income has gone down, you may use this form to request a reduction in your income-related monthly adjustment amount. See page 5 for detailed information and line-by-line instructions. If you prefer to schedule an interview with your local Social Security office, call 1-800-772-1213 (TTY 1-800-325-0778).

Name _____

STEP 1: Type of Life-Changing Event

Check **ONE** life-changing event and fill in the date that the event occurred (mm/dd/yyyy). If you had more than one life-changing event, please call Social Security at 1-800-772-1213 (TTY 1-800-325-0778).

- | | |
|---|--|
| <input type="checkbox"/> Marriage | <input type="checkbox"/> Work Reduction |
| <input type="checkbox"/> Divorce/Annulment | <input type="checkbox"/> Loss of Income-Producing Property |
| <input type="checkbox"/> Death of Your Spouse | <input type="checkbox"/> Loss of Pension Income |
| <input type="checkbox"/> Work Stoppage | <input type="checkbox"/> Employer Settlement Payment |

Date of life-changing event: _____

STEP 2: Reduction in Income

Fill in the tax year in which your income was reduced by the life-changing event (see instructions on page 6), the amount of your adjusted gross income (AGI, as used on line 11 of IRS form 1040) and tax-exempt interest income (as used on line 2a of IRS form 1040), and your tax filing status.

Tax Year	Adjusted Gross Income	Tax-Exempt Interest
<u>20</u>	\$ _____	\$ _____

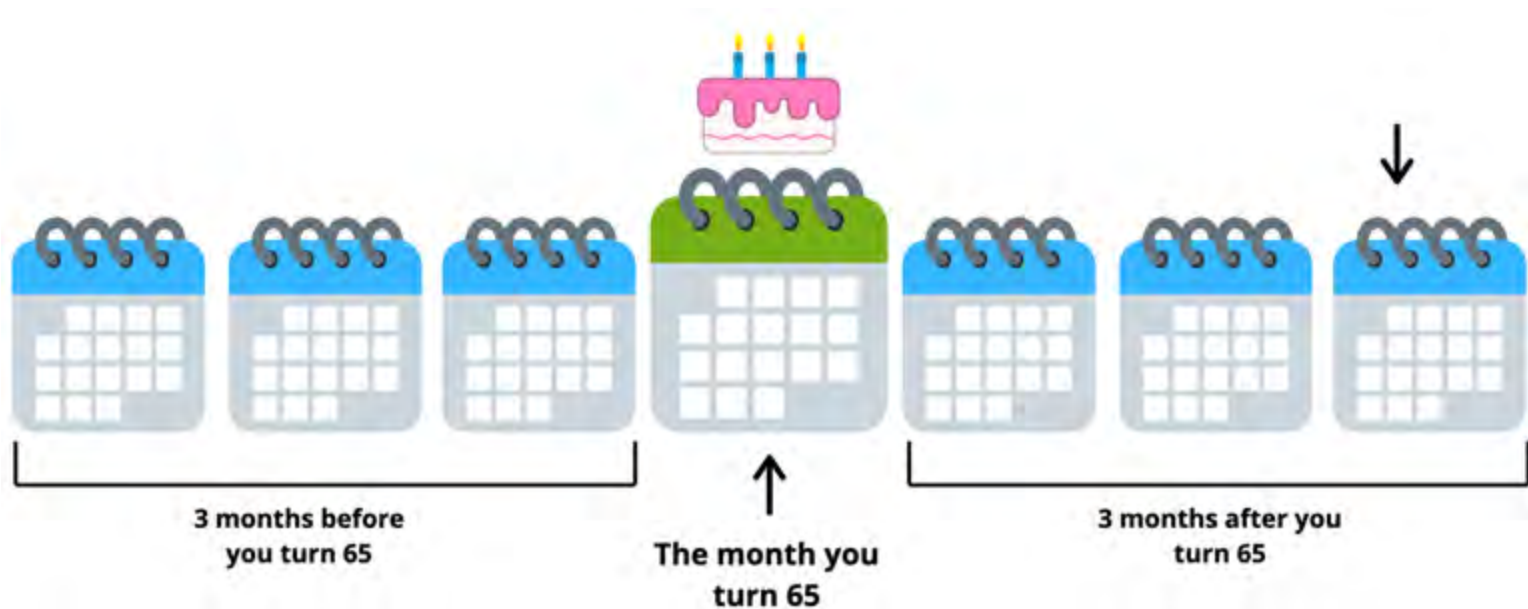


IEP

SEP

GEP

Initial Enrollment Period (IEP)



Medicare Part B Special Enrollment Period (SEP)

form: L564



Your employer health insurance ends (end of the month)



You want Medicare Part B to start (first day of following month)



Enroll in Part B

**** Example: Retiring age 67 ****

Source:
2025 Medicare & You
Handbook
(page 10)

Your Medicare options

When you first sign up for Medicare, and during certain times of the year, you can choose how you get your Medicare coverage. There are 2 main ways to get Medicare:

Original Medicare

- **Original Medicare** includes Medicare Part A (Hospital Insurance) and Part B (Medical Insurance).
- You can join a separate Medicare drug plan to get Medicare drug coverage (Part D).
- You can use any doctor or hospital that takes Medicare, anywhere in the U.S.
- You can also shop for and buy supplemental coverage that helps pay your out-of-pocket costs (like your 20% **coinsurance**).

☒ **Part A**



☒ **Part B**



You can add:

☐ **Part D**



You can also add:

☐ **Supplemental coverage**



It can help pay some costs that other parts don't cover. This includes Medicare Supplement Insurance (**Medigap**). Go to page 75 to learn more about Medigap. Or you can use coverage from a current or former employer or union, or **Medicaid** (if you have it).

Medicare Advantage (also known as Part C)

- Medicare Advantage is a Medicare-approved plan from a private company that offers an alternative to Original Medicare for your health and drug coverage. These "bundled" plans include Part A, Part B, and usually Part D.
- In many cases, you can only use doctors who are in the plan's network.
- In many cases, you may need to get approval from your plan before it covers certain drugs or services.
- Plans often have different out-of-pocket costs than Original Medicare or supplemental coverage like Medigap. You may also have an additional **premium**.
- Plans may offer some extra benefits that Original Medicare doesn't.

☒ **Part A**



☒ **Part B**



Most plans include:

☒ **Part D**



☒ **Some extra benefits**

Go to page 61 to learn more about Medicare Advantage.

Example for 65-Year-old in Zip Code 48167

Part B premium \$185.00

Part B premium \$185.00

Procedure	Medigap (Plan G)	Medicare Advantage (PPO)
Monthly Premium	\$ FLAT FEE/month	\$ Can be ZERO/month
Deductible	\$257/year	\$0/year
Max out of pocket (MOOP)	n/a	Up to \$9,350 year
PCP/Specialist Visit	\$0/\$0	\$0-\$40
Hospitalization (Inpatient)	\$0	CHARGE per day (days 1-5)
Hospitalization (Outpatient)	\$0	CHARGE per incident
Chemotherapy/Radiation	\$0	Often 20% co-insurance
Skilled Nursing	\$0 for 100 days	CHARGE per day (days 21-100)
Physical Therapy	\$0	CHARGE per visit
Dental Coverage	None	VERY plan specific
Vision Coverage	None	X dollars of eyewear allowance
Premium to add a drug plan	depends on meds taken	Premium - can be ZERO/month

2024

Choosing a Medigap Policy:

A Guide to Health Insurance for People with Medicare

When's the best time to buy a Medigap policy?

Your best time to buy a Medigap policy is during your **Medigap Open Enrollment Period**. This is a one-time enrollment period; it doesn't repeat every year. Your 6-month Medigap Open Enrollment Period starts the first month you have Medicare Part B **and** you're 65 or older. Some states have additional Open Enrollment Periods, including those for people under 65. If you're under 65 and have Medicare because of a disability or End-Stage Renal Disease (ESRD), you might not be able to buy the Medigap policy you want, or any Medigap policy, until you turn 65. (Go to page 39 for more information.)

During the Medigap Open Enrollment Period, you:

- Can enroll in any Medigap policy. An insurance company can't refuse to sell you any Medigap policy it offers.
- Will generally get better prices and more choices among policies. An insurance company can't charge you more for a Medigap policy than they can charge someone with no health problems.
- Can buy any Medigap policy sold in your state. An insurance company can't use medical underwriting to decide whether to accept your application—they can't deny you coverage due to pre-existing health problems.
- Don't have to wait for coverage to start. An insurance company can't make you wait, except for coverage related to a pre-existing condition.

Source: Page 14 in the 2024 Choosing A Medigap Policy PDF from CMS (Google it!)

Medicare Advantage FAQs

- Does it really cost 0\$?
- Can I travel freely (in the US)
- Can the plan deny coverage?
- Can my doctor opt out of the plan?
- If I get a PPO, can I go wherever I want?
- Do I have to get prior authorization for every test/procedure?

MEDIGAP PLAN N VS PLAN G

Plan N

Plan G

PROVIDER NETWORK

NO Network (Can see any provider that accepts Original Medicare)

NO Network (Can see any provider that accepts Original Medicare)

PREMIUMS

Lower (Typically \$20-\$30/month less than Plan G)

Higher (Typically \$20-30/month higher than Plan N)

DEDUCTIBLE

\$257/year (Part B Deductible for 2025)

\$257/year (Part B Deductible for 2025)

COPAYS

Up to \$20 copay for doctor office visits & Up to \$50 copay for ER visit (when not admitted)

NO Copays

EXCESS CHARGES

15% of Medicare approved amount at non-participating providers (~2% of providers as of 2023)

NO Excess Charges (covered by Plan G)

PREMIUM INCREASES

Lower (Approximately 5% increase per year)

Higher (Approximately 7% increase per year)



Resources:

www.FreeMedicareStuff.com

YouTube

Search for:

“Giardini Medicare”



Why you MUST Consider Medicare
Supplement Plan N (Plan N vs. Plan G)

43K views • 6 months ago 26x

YouTube

Search for:

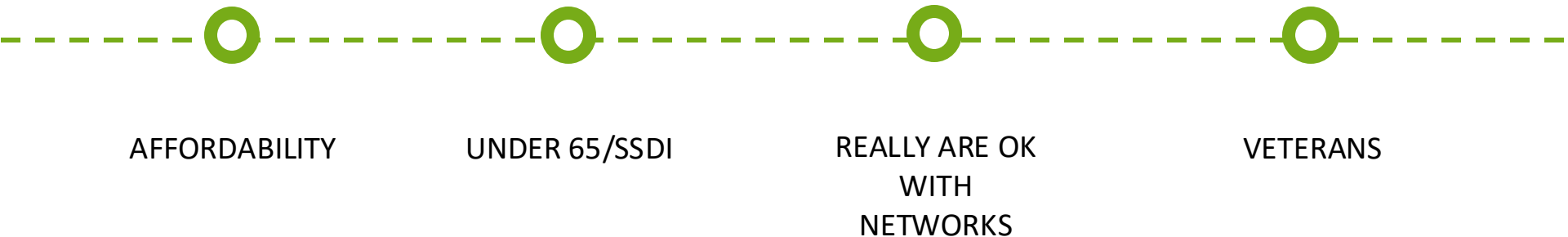
“Giardini Medicare”



2025 Medigap Guide: How to ⋮
Avoid the WRONG Medigap...



Medicare Advantage





MEDICARE

Veterans



- ✓ **ADVICE:** GET PART B with Medicare (not required, but should) **The VA recommends veterans enroll into Part B as well.

Why add Medicare Advantage?:

- ✓ Emergency care, creates a MOOP
- ✓ Second opinions
- ✓ Distance to VA facilities
- ✓ Dental, vision, extra benefits
- ✓ Part B givebacks



MEDICARE

PART D

Prescription Drug Plans



+

Penalty if not enrolled

Don't do this...

+

Diagnosis?

Can impact your finances...

+

Check Annually

Only 10% change their plans...



MEDICARE

PART D

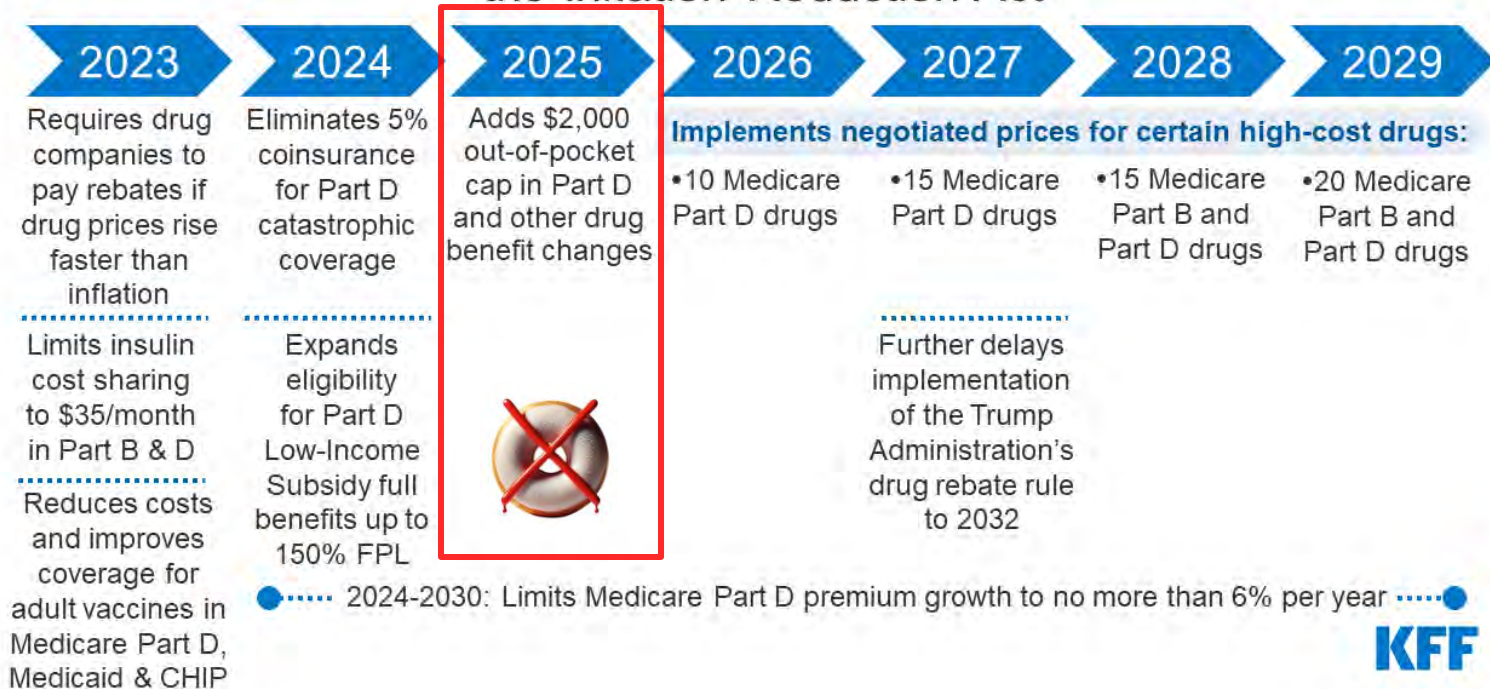


Resources

- Good Rx
- Costplusdrugs.com
- Amazon Pharmacy
- SimpleFill
- Needy Meds
- Samples
- Manufacturer assistance
- Discuss with doctors
- International purchasing
- Low-income subsidy/Federal

Figure 1

Implementation Timeline of the Prescription Drug Provisions in the Inflation Reduction Act



MISC.

Eliquis
Jardiance
Xarelto
Januvia
Farxiga
Entresto
Enbrel
Imbruvica
Stelara
NovoLog



** New pricing effective 1/1/2026*

Re-cap

- Know when or when not to enroll into Medicare
- Work with an independent agent
- If retiring, start 4 months prior to coverage being needed
- Understand how both Medigap and Medicare Advantage plans work and choose accordingly
- Protect yourself – purchase hospital indemnity, cancer and short-term care coverage as needed

Medicare Advantage and Part D drug plans



January													
30	31	1	2	3	4	5							
6	7	8	9	10	11	12							
13	14	15	16	17	18	19							
20	21	22	23	24	25	26							
27	28	29	30	31	1	2							

February													
30	31	1	2	3	4	5							
6	7	8	9	10	11	12							
13	14	15	16	17	18	19							
20	21	22	23	24	25	26							
27	28	29	30	31	1	2							

March													
30	31	1	2	3	4	5							
6	7	8	9	10	11	12							
13	14	15	16	17	18	19							
20	21	22	23	24	25	26							
27	28	29	30	31	1	2							

* Medigap – 365 days a year



WHEN to talk Medicare?
64.5 conversation...

You can AVOID
mistakes

Resources





The Transition to Medicare Course



Transition to Medicare Course

0/135 completed

Products / Course / Section / Lesson

Medicare Advantage vs. Medicare Supplement (Detailed Overview)

[All about this course - how to use it, why it's important](#)

☰ "Transition to Medicare" Course Overview

Download our FREE Medicare Guidebook

📄 "Your Transition to Medicare" Guidebook

Do you need Medicare?

☰ Overview of the "Do you Need Medicare..."

☰ Common reasons you may need Medicare ...

☰ What to do next if you do need it?

☰ What if you don't need Medicare, but ...

☰ Frequently Asked Questions (FAQs)

☰ Important Documents and Sources for L...



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Transition to Medicare Podcast



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Medicare Advantage

Part D

Resources

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Overwhelmed by Medicare?

We're here to simplify the journey! As an independent Medicare insurance agency rooted in Michigan, we specialize in enrolling individuals in Medicare Advantage and Medigap policies. Our dedicated team is committed to understanding your needs and finding the plan that fits you best.



Questions?



info@gmedicareteam.com



www.gmedicareteam.com



248-871-7756

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