



# Norvax University Online Training:

## 5/5/11 Medicare 101

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# Welcome Norvax U Online Members



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## Quick Announcements from Norvax U



- Join Norvax University for Free!  
[www.norvaxu.com](http://www.norvaxu.com)
- Questions? Contact us: 866- 466-7829 or [NU@norvax.com](mailto:NU@norvax.com)
- Submit your questions “Ask an Expert”
- Stay Connected with Norvax University

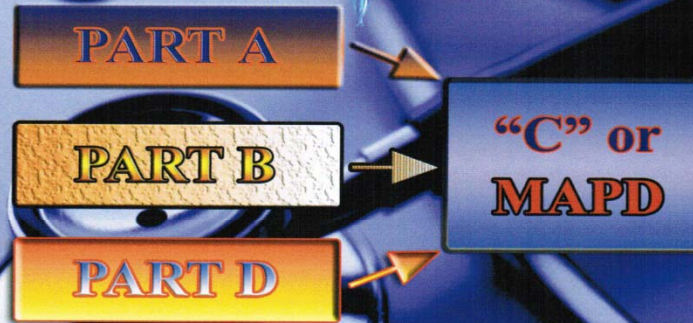
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# MEDICARE 101



- **Medicare Advantage Prescription Drug Plan**
- **MAPD or Part C** encompasses Medicare Part A, Part B, and Part D
- Typically HMO Plan
- Primary Care Physician or (PCP) coordinates care
- "PAY AS YOU GO"

## Part A – HOSPITAL BENEFIT



- There is generally no premium for Part A.
- It covers the Room & Board.
- The Deductible is **\$1100** per Benefit Period.
- The Benefit Period is **60 days**.
- For days **61** through **90**, it is **\$275** per day.
- For days **91** through **150**, it is **\$550** per day (Lifetime Reserve Days)
- **All costs** for each day beyond 150 days

## Part B – DOCTORS VISITS



- Currently, the monthly premium for Part B is **\$115** for new enrollees. Beneficiaries that have been on Medicare for awhile, are generally paying \$96.40.
- The Annual Deductible is **\$162**, which begins in January of each year.
- Medicare pays **80%** of their approved amount.
- The Beneficiary pays **20%** of the Medicare's approved amount.
- Medicare only approves care that they deem **Medically Necessary**.
- There is **No Foreign Travel Coverage**.

## Part D – PRESCRIPTION DRUG PLANS



- **Part D** must be obtained through a **Private Insurance Carrier**.
- The National Average premium is **\$32.00**.
- Some plans have an **Annual Deductible of \$310**.
- The Prescription Drug Limit is **\$2,840**, after which there is a **Coverage Gap**, also known as **“The Donut Hole”** .
- The Out-Of-Pocket limit is **\$4550.00**.
- Catastrophic Coverage Copays are generally **\$2.50** for **Generic**, and **\$6.30** for **Brand Name Drugs**.

## Part C – MEDICARE ADVANTAGE PLANS “Pay As You Go”



- **Medicare Advantage Plans** must be obtained through a **Private Insurance Carrier**.
- In 2011, the Annual Enrollment period is from **October 15<sup>th</sup>** through **December 7<sup>th</sup>**.
- The **Open Enrollment Period** is from **January 1<sup>st</sup>** to **February 14<sup>th</sup>**.
- **Special Election Periods** occur **year round** (i.e. moving from another state, losing employer coverage, or having Low Income Subsidy designation).
- Typically the Beneficiary pays a **zero** or relatively **low** monthly premium.



## Part C – MEDICARE ADVANTAGE PLANS “Pay As You Go”



- There are copays to visit your **Primary Care Doctor and Specialist(s)**.
- There is a copay for **Inpatient Hospitalization**.
- **No copays** for **Routine Annual Physicals or Preventative Services**.
- Many include the **Part D Prescription Drug Plan**.
- **Worldwide Emergency Coverage** with copays the same as if you were home.
- Most have limited **Dental/Vision care and Free Fitness Programs** (i.e., Silver Sneakers).

# MEDICARE SUPPLEMENTS

## “All you can eat”



- **Medicare Supplements** must be obtained through a **Private Insurance Carrier**.
- There is **no Enrollments Periods** per se, but there are **Guaranteed Issue Periods** such as aging-in or leaving employer coverage.
- **There are monthly premiums.**
- **Typically more expensive** than Medicare Advantage Plans.
- Plans types range from **letters A to N.**

# MEDICARE SUPPLEMENTS

## “All you can eat”



- Pays the **Part A Deductible**; Some plans pay the **Part B Deductible**.
- Pays the **20% Part B remainder**.
- **Only Pays if Medicare Approves**.
- There can be **excess charges** for you to pay (some plans pay up to **115%** of approved charges).
- You have **Foreign Travel Emergency Coverage**: generally a **\$50,000** lifetime maximum with a **\$250 deductible** and **80% - 20% SPLIT**.
- They **Don't** come with **Part D Prescription Drug Coverage**.

## QUESTIONS AND ANSWERS

**Happy Cinco De Mayo!**

# The Senior Market



- The 65+ senior market is one of the fastest growing demographic in the United States
- 78 million Baby Boomers are nearing retirement age
- Every 7 Seconds someone in America turns 50
- Spend almost \$2 Trillion on goods & services each year
- 50+ age group is the fastest growing population segment
- Most seniors open all the direct mail they receive
- Seniors are the most affluent consumer group that exists

# The Senior Market



- Over 81 Million adults are past the age of 50
- 79% of America's financial assets are owned by seniors
- Over 70% of seniors are willing to try new brands
- 92% of seniors shop online & 78% make online purchases
- 74% of Seniors use the Internet to find health information
- Over 65% of Seniors stick with brands if they like them
- There are more people over 65 than teenagers in the marketplace
- Senior marketplace has a total net worth of \$20 Trillion

# Next Week



## **Cross Selling: The Art of the Second Sale, Part 2**

J.R. Jordan, recently featured in an article "Critical Illness: 3 Producers, 1 Product" in the March issue of Agent Sales Journal will be joining us!

J.R. will discuss his "Reform Ready™ Sale" approach to cross-selling and will be available to answer your questions!

**Thursday May 12, 2011 12:00 PM - 1:00 PM CDT**

Tell A Friend and Register To Attend

Don't Forget Ask An Expert