

MEDICARE ADVANTAGE

Answering Client Questions



Ready-Agent™
A PROGRAM BY NEISHLOSS AND FLEMING

 NEISHLOSS &
FLEMING, LLC

AN INTEGRITY COMPANY

Why Medicare Advantage?

What makes Medicare Advantage a good option for coverage?

- Guaranteed issue
 - Unless client has End Stage Renal Disease (ESRD)
- Good choice for clients who are too sick to pass underwriting for a Medigap
- Low, or \$0, monthly premium
- Potential out-of-pocket maximum is capped
- Pay only for services that are used
- Value-added benefits may be included
- October 15 through December 7 is the Annual Election Period (AEP)

When Can I Enroll in a Medicare Advantage Plan?

Clients can enroll into a MA plan anytime they have a valid election period:

- Annual Enrollment Period (AEP)
- Initial Enrollment Period (IEP)
- Initial Coverage Election Period/Initial Coverage Election Period 2 (ICEP/ICEP2)
- Special Enrollment Period (SEP)

Can I change plans?

- Yes, clients who are enrolled in a MA plan have the option to change plans on a yearly basis during AEP
- Clients already on an MAPD or MA-Only plan can change during the Open Enrollment Period
- If the client qualifies for a SEP, they will have the option to change plans

Will My Plan Ever Change?

- Carriers who provide MA plans will review and adjust plan benefits every year.
- Clients will be notified of any changes through their Annual Notice of Change (ANOC) package.
- At that point, clients have the option to use AEP to change plans if they choose to do so.
- If a plan exits the area, the client will also have a SEP to change coverage from December 8th, through the last day of the month in February of the following year.
- Carriers can only make benefit enhancements during the calendar year, once the benefits have been filed.

Will I be Able to See My Doctor?

- You will need to check to see if the clients' doctors are in-network.
- Depending on the type of plan they are in, their doctor potentially could be 'out-of-network' and they will pay a higher copay to see them.
- If a client is enrolled in a PFFS plan, he or she will want to check that each doctor will accept payment from the provider, every time the client receives a service.

Do I Need a Prescription Drug Plan?

- Clients who enroll in a MAPD plan will not need to get a stand-alone prescription drug plan, because one is included in their plan.
- If a client opts for a plan that does not include prescription drug coverage, he or she will not be able to purchase a prescription drug plan, unless it is a PFFS or a MSA.
- If clients do not have drug coverage through VA Benefits, TRICARE, employer coverage, SPAP, etc., they should opt to find a MAPD plan.

Added Benefits

What are the value added benefits with Medicare Advantage?

- Dental services
- Vision services
- Hearing services
- Gym membership
- Nutritional services
- 24/7 nurse line
- Foreign travel coverage
- In-home visits