

MEDICARE SUPPLEMENT

Answering Clients' Questions



Ready-Agent™
A PROGRAM BY NEISHLOSS AND FLEMING

**NEISHLOSS &
FLEMING, LLC**
AN INTEGRITY COMPANY

Why Medicare Supplements?

What makes Medicare Supplement a good option for coverage?

Cost certainty model:

- Flat rate monthly premium, pays for all services in a year

Guaranteed renewable:

- Client will be guaranteed coverage if they become sick, as long as they pay their premium

Portable:

- Client can get services anywhere in the US without penalty
- Good for snow birds
- Good for people who like to travel

Will I be Able to Get Approved?

Open Enrollment for Medicare Supplement – Yes:

- No medical underwriting

Guaranteed issue – Yes:

- No medical underwriting

Underwritten – Maybe:

- If not eligible for either scenario above, the client will need to pass carrier health questions to be approved

Will My Premium Change?

Medicare Supplement Carriers will choose to set their premium models in one of three ways:

- Community-rated
 - Premiums will not be based upon clients age;
 - Every client pays the same rate no matter what age they are
- Issue-age-rated
 - Premiums are based on client's age at time of purchase
- Attained-age-rated
 - Premiums are based on and increase with the client's age each year

*Note that the client's premium will be subject to any rate increase that the company files with CMS

Best Times

When is the best time for me to get a Medicare Supplement?

- During their Open Enrollment Period for Medicare Supplement

During this time, Medigap Carriers are not allowed to ask health questions
In addition, they cannot:

Because of this, companies cannot:

- Refuse a client coverage (unless client has ESRD)
- Increase a client's premium for any health problems
- Make a client wait for coverage

Additional Information

- Clients must be enrolled in Part A and Part B to be eligible for a Medicare Supplement plan
- Clients will pay a monthly premium for their policy, in addition to the Part B premium that they will pay to Medicare
- Medicare supplement plans are guaranteed renewable – even if the client becomes sick, as long as they pay their premium
- Plans do not include prescription drug coverage.
 - Prescription Drug Plans (PDPs) must be purchased separately