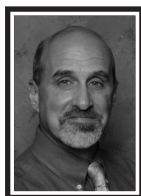


# SENIOR INSURANCE SOLUTIONS

CLARITY GUIDANCE INTEGRITY

Client Newsletter - Summer 2011



## Medicare in the News

As we have been reading in the news, Medicare is on the operating table and the diagnosis is pointing to the need for life saving major surgery! The problem is that the Republicans and Democrats see things very differently and once again we are experiencing bickering, name calling and time wasting as the two parties maneuver into negotiating position. It always amazes me at times like this, that the very people that allowed the problem to fester and worsen year after year, are now the same people that are promising to put forth the perfect solution! Medicare is costing more than the revenues available to support it. Changes are needed. In a broad bird's eye view without mind-numbing details, here is what is on the table:

### President Obama and the Democrats

- Wants to create an Independent Payment Advisory to analyze healthcare costs, and how they can be cut relative to Medicare. This panel would be permanent with ongoing monitoring duties.
- Speed up Generic Drug availability and eliminate "pay for delay" schemes that allow drug companies to delay generic manufacturing.
- Use Medicare purchasing power to cut Prescription Costs
- Use an incentive program to reward Docs and Hospitals for cost efficiency.

### Congressman Ryan and the Republicans

- No Changes until 2022
- Rather than pay medical bills, Medicare would issue "vouchers" to individuals to purchase private insurance. These vouchers will be "means tested" i.e. high income folks will receive less than low income folks.
- Raise eligibility age, beginning in 2022 from 65 to 67

Where this will end up is anybody's guess. It's important to note that this past Jan 1st began the advent of Baby Boomers turning 65 at a rate of 10,000 each and every day. We can only hope that both sides will realize that only when they see the need for serious change as more important than political posturing, will we ever will see a solution!

I am now starting to schedule my **FREE Making Medicare Easy Seminars** for the fall. If you know of a Church, Synagogue, Library or Community Group that would welcome an informative and entertaining presentation about Medicare, please contact me and I will send out complete information.

I continually appreciate your business and please don't ever hesitate to call me with questions or concerns.

Have a safe and enjoyable summer!

Howard Peck



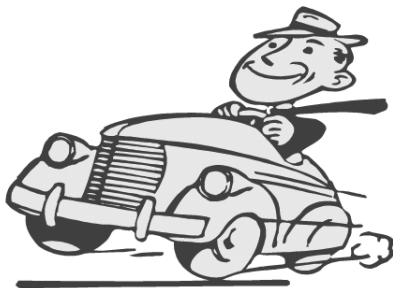
## **BEWARE: New Phone Scam!**

Across the country, people are receiving calls from those identifying themselves as “Jury Coordinators” from a specific county. They say that because you didn’t show up for Jury Duty, a warrant has been issued for your arrest, and if you would like to reschedule your Jury Duty, the warrant can be cancelled. They then ask for your Social Security # and your address etc. to “verify” who you are. Some folks can get scared about an ‘arrest warrant’ and attempt to be as cooperative as possible and give them everything they ask for. At this point they have your information to proceed with identity theft that can cost you considerable money and hours of aggravation. **IMPORTANT:** Never, ever give out your SS # over the phone to people you do not know!



### **Social Security Checks**

Social Security is discontinuing “paper” checks. If you apply for Social Security after April 30th 2011 you will have no choice but for “direct deposit”. If you are presently receiving paper checks, they will be discontinued starting March 2013, and you will need to arrange for direct deposit. Presently 85% of all SS checks are direct deposit. The 15% balance equates to 120 million checks per year. Paper, printing and postage costs \$1 per check or \$120 million annually!!



### **Keeping the Keys**

AAA is now offering “Keeping the Keys” workshops to help Seniors drive safely and longer. As we age, vision, reflexes, flexibility and hearing all change and can affect our driving skills. These FREE 60 minute workshops are designed to provide Seniors with the resources needed to be proactive in managing their driving as well as plan for future unfettered mobility. Along with workshops at AAA locations, AAA staff members offer ‘Keeping the Keys’ workshops to local organizations and community groups. AAA also offers the “Safe Driving for Mature Operators” course. This 8 hour course is approved by PENNDOT for Insurance Reductions. Cost is \$15 per member and \$20 for member and Spouse. Call your local AAA office for info!

**Lansdale AAA – 215-855-8600 - Allentown AAA – 610-434-5141**  
**Philadelphia AAA – 215-399-1180 - Website: [www.AAA.com](http://www.AAA.com)**



### **Getting In Shape**

An older man, not in great shape, entered a gym to inquire about membership. He confided to the trainer that his intention is to get in shape so he can start dating beautiful younger woman, and he wanted to know what would be the best machine in the gym to accomplish his objective. The trainer took a good look at him and said “Sir, your best bet to attract beautiful young women is to vigorously and with consistency use the machine in the lobby with the letters ATM on it!!

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