



Happy New Year to All of Our Clients and Friends!

Best Wishes for a Fruitful and Peaceful 2020!

We had a wonderful holiday season here and in Connecticut with family. For New Year's Eve, we went to the Jersey Shore for an evening of Dancing and Dining. (Yes...your favorite Medicare Insurance Broker is quite the Ballroom Dancer!) We then took some time off in mid-January to visit a warm weather destination and decompress for about a week.

The Annual Enrollment Period (10/15-12/7) was extremely active as it usually is. This is when folks who are on Medicare Advantage Plans or stand-alone Part D Drug Plans can make changes. We helped many, many of our clients make their desired changes. This year, 2020, is the year I turn 64, which means my one-year countdown of transitioning to Medicare will begin!

Regarding the unstoppable beat of time marching on, I recently came across the quote below by Francis Bacon. Mr. Bacon was an English philosopher and Government official way back in the 16th century.

We are always standing by for questions or concerns!

Warmest Regards,

Howard & Nancy



"Begin doing what you want to do now. We are not living in eternity. We have only this moment, sparkling like a star in our hand - and melting like a snowflake" ...Francis Bacon



JOE NAMATH

During this past Annual Enrollment Period we received dozens of calls as did my fellow Medicare Insurance Brokers, from people who saw the Medicare commercials featuring Football legend Joe Namath. This was a multimillion-dollar effort by a large National Insurance Marketing Organization called Select Quote. They would run these commercials and sell the "leads" to contracted insurance agents when people called the 800#. The commercials were relatively misleading, because everything that they advertised as being the "newest, the greatest and the latest" ...already exist in all of the Medicare Advantage HMO plans. But the way they create the commercials causes some upset and panic and folks think that they may not be getting everything that's available to them. Please rest assured that myself and other dedicated Medicare

Insurance Brokers are always on top of industry trends, and if there's anything new, we will know about it and we will have it available. By the way, Joe Namath was a star in Super Bowl III in 1969 playing for the NY Jets. I remember watching him when I was 13 years old...50 years ago!!



Medicare Changes for 2020

- ✓ New Part 'B' Monthly Premium - \$144.60 (up from \$135.50)

(High income earners pay more than \$144.60 – call our office if you want to see the list of income levels and associated higher premiums)

- ✓ New Part 'B' Annual Deductible - \$198 (up from \$185)

(Those on a Medicare Advantage (HMO) Plan do not pay this Deductible.)

Other various increases... (Part 'A' deductible, etc) are 100% covered by all of the Medicare Advantage Plans and Medicare Supplements.



"You are type 8 diabetic. That's a type 2 with 4 times more excuses than the average patient."

Medicare Supplements Rates

If you have a Medicare Supplement (Medigap), you do get a yearly increase based on age and Medical Inflation. If you've had your Medicare Supplement for at least four (4) years, there's a good chance that if we shop around we can find a lower rate. It seems that at the four-year mark the rate increases outpace the new client price and we can look for less expensive Carriers. Please note that when switching from one Medicare Supplement to another, you do have to answer a series of medical questions. If you've had your Medicare Supplement for at least four (4) years and you would like me to send you the medical questions to review, please call our office. If you can pay less money each month for the same plan, there's no reason why you shouldn't shop around.



The Part 'D' Drug Plan “DONUT HOLE”

2020 marks the year that prescription drug costs in the coverage gap, also known as the “donut hole”, come down to their lowest point and will stay there for the foreseeable future, which is good news. You enter the Coverage Gap when what you pay the pharmacy and what the drug company pays the pharmacy reaches a total of \$4,020. At this point you enter into the coverage gap which allows your Brand drugs to be more expensive. It also allows your Generic drugs to be less expensive. Only a government bureaucracy could create a system so complicated and difficult to understand. Bottom line - starting in 2020 when you enter the coverage gap your brand-name drugs will cost 25% of the full price, and your generic drugs will cost 25% of the full price. If you are just taking inexpensive generic drugs, you'll never reach the coverage gap. Those who reach the coverage gap and experience higher prices are typically using expensive brand medications. The calculations start over every January. If you need further clarification on this please call our office.



KNOW YOUR RIGHTS! If a Medicare claim of yours gets denied, you can appeal!!!! There is an organization that can help you. **Call the Medicare Rights Center at 1-800-333-4114.** You can appeal anything from services denied, early discharge from a hospital or a skilled nursing rehab, Rx Drug issues, etc. There are no limits as to what you can appeal.

We have a new 6-page brochure available called

Medicare Made Easy!

“A Simple Q&A Guide to Help Get Your Ducks in A Row”

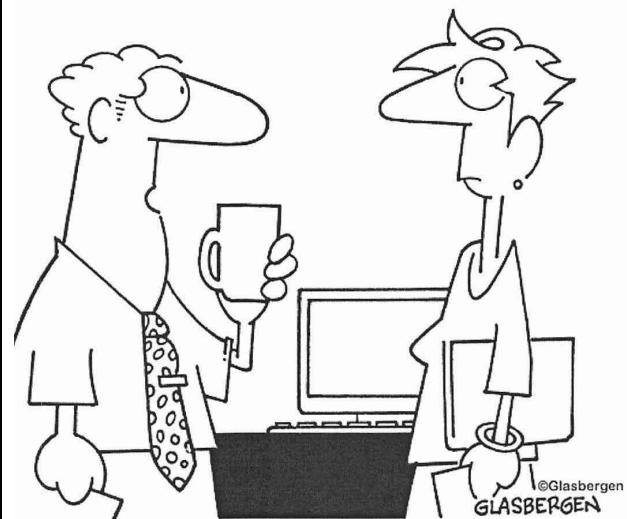
If you have friends or family who are approaching Medicare, contact us and we'll send one or more out to you.



STOP SMOKING!



Medicare will pay for eight (8) counseling sessions to help you kick the nicotine habit. Go to Medicare.gov to see a full list of covered services. Call our office if you need help finding the information on the Medicare website.



“Aside from the people, the hours, the work, the pay, the stress and the migraines, this is the best job I ever had.”