

“WHAT DO I DO NOW?”

MEDICARE ADVANTAGE PLAN TERMINATION CONVERSATION

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1. RECEIPT OF TERMINATION NOTICE


The notice that you received is your passport to enroll in any Medicare benefit program available in your service area.

Do not misplace, lose, destroy, (fold, spindle, or mutilate), this document.

Do not give the original to anyone, make a copy to give to your next carrier and keep the original in a secure place.



2. TYPES OF TERMINATIONS

- 1. Plan departs a service area. This can be a county, state, or market.**
 - 2. CMS can terminate a company's contract.**
 - 3. States can close a Medicare Advantage plan or segments of a plan.**
 - 4. The IRS and Justice Dept. can close a company at any time.**
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3. HOW MUCH TIME DO I HAVE TO DECIDE ON A PLAN FOR NEXT YEAR?

The notice provides you with adequate time to make decisions, however the responsibility is yours to investigate and make choices.

You must be notified of the plans decision by October 1st of the year the plan ends.

A pre-AEP plan conversation can begin on Oct 1st. The AEP begins on Oct 15th.



3. CONTINUED

If you do not make a new plan selection you will not have any Medicare Advantage benefits on Jan 1st.

You will be returned to Original Medicare, Parts A & B, and will not have any Part D coverage.

However, you have until Feb 28th to enroll in a new MA with or without PDP.



4. OPTIONS

During Oct 15th through Dec 7th you may join a MAPD or an MA and if it is a PFFS plan you may also choose to have a stand-alone PDP*.

If you do not choose to join a plan until after Jan 1st and you want to continue your PDP coverage you must join a MAPD before Feb 28th of the new year.

*Unique to PFFS plans

4. OPTIONS

If you choose to join and MA* without a PDP included you will not be able to enroll in a PDP until the next Open Enrollment Period 10/15 – 12/07 each year.

If you choose not to have a PDP or you wait until after Feb 28th you most likely will be penalized for not having a PDP for each year (1/1 through 12/31) you remain without a PDP.

*PPO or HMO without PDP

4. OPTIONS

If you do nothing Jan 1st Medicare will automatically return you to Original Medicare and stop your PDP.

Joining a Medicare Supplement. You have a Guarantee Issue benefit if you decide to join a Medicare Supplement plan. You answer no health questions no preexisting conditions will prevent immediate full coverage with no waiting times.



5. MEDICARE SUPPLEMENT AKA MEDIGAP INSURANCE

You have a Guarantee Issue benefit if you decide to join a Medicare Supplement plan. You answer no health questions and no preexisting conditions will prevent immediate full coverage with no waiting times.

Medigap Guaranteed Issue period lasts for 63 days after the date your MAPD ends.



5. MEDICARE SUPPLEMENT AKA MEDIGAP INSURANCE

In 2010 Medicare enhanced the Standardized policies and added an HDF* to plan F and added two cost-sharing plans; K & L. All three plans save premium dollars without loss of benefits.

You must also consider if you want to continue with a PDP and if so, you must make a choice and join a plan in the same time frame. (63 days from MAPD ending date)

***HDF=High Deductible Plan F. You pay a deductible each year before the plans begins to pay in 2013 the annual deductible is \$2110.00**

Plan K has a 50/50 cost share and \$4,660.00 annual maximum out-of-pocket

Plan L has a 25/75 cost share and \$2,330.00 annual maximum out-of-pocket

5. SPECIAL PLAN CONSIDERATIONS

If you have employer benefits (Medicare through your work), group health plan, VA benefits, or TRICARE for Life.

You should contact your employers HR administrator and/or the plan directly to have your special options explained in order to make an educated decision.



6. CONSIDERATIONS TO BE MADE?

Do I want to continue with Medicare Advantage plans?

Do I want to remain in a PDP?

Are MA premiums, copays, coinsurance, and Maximum Out-of-Pocket (deductible) getting to the point of unreasonably increasing my financial exposure to expenses in a catastrophic event or chronic illness?



7. MEDIGAP GUARANTEED ISSUE

Guaranteed issue happens once in a Blue-moon due to certain rare events. Most common among those events include:

- 1) Turning 65 during your ICEP***
- 2) After 24 months of being declared disabled and on SSI**
- 3) If you have an MA plan and move away from the plans service area**
- 4) If your plan terminates**
- 5) If you begin receiving Low Income Subsidy to help pay your Medicare Prescription Drug needs**
- 6) Medicare-Medicaid; M-M beneficiaries have a one each month ability to change health and prescription drug plans while in Medicaid.**

* Initial Coverage Enrollment Period when turning 65



8. WHAT IS GUARANTEED ISSUE

Guaranteed Issue occurs when circumstances provide the opportunity to enroll in any Medigap policy offered in your state and county.

The insurance company must sell you the policy of your choice without you answering any health questions

Policy must cover any preexisting conditions, no waiting period, and charge premium of your class rate



9. UNDER 65 AND MEDICARE ELIGIBLE

Not all states or counties offer Medigap policies to persons under the age of 65 and are not required to do so under guaranteed issue rules.



10. YOU MAY HAVE GUARANTEED MEDIGAP ISSUE RIGHTS

If you joined a MA or PACE* plan when you were first eligible at age 65, and within the first 12 months you wanted to return to Original Medicare and purchase a Medigap policy you may do so without answering any health questions or having preexisting health questions.

If you left your Medigap policy for an MA plan and within the 1st year you decided to go back to Original Medicare and rejoin the plan you had, if still available, you may do so at the same premium and with no broken benefit period.

***PACE = Programs for All-Inclusive Care for the Elderly**



RECAP

Do not lose or destroy your notice of plan termination. Keep it in a safe place

Withdrawal of plan during AEP: Oct 15th through Feb 28th to enroll in a new plan with or without PDP. But, you cannot enroll in an MA and purchase a separate PDP after Dec 31st

RECAP

If you choose to join another MA but choose not to continue with a PDP and decide after Dec 31st you really do want or need a PDP you are prohibited from rejoining a PDP until 10/15-12/7 with Jan 1st of the next year plan start.

You will suffer a penalty of 1% per month for the time you were not in the PDP and will pay it as long as you remain in a PDP plan.

RECAP

You have Medigap Guaranteed Issue rights and can join any Medicare Supplement plan offered in your state and county without having to answer any health questions or having pre-existing conditions waiting periods.



THE BOTTOM LINE

CONSIDER ALL YOUR OPTIONS

**THE UPSIDE OF A PLAN TERMINATION IS
OPPORTUNITY,**

IT COMES ONCE IN A BLUE-MOON

**We provide guidance, benefit search assistance,
application and client service after sale**

“Serving all South Carolinians, all the time”



THANK YOU FOR ATTENDING

www.SoutheasternInsuranceAgency.com

Contact us through our website or via email us at Info@SCHealthPlans.net

Phone us @ 843-705-9172

Fax us @ 843-705-9171

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