



# Medicare 101

## Understanding Your Medicare Options

Licensed Insurance Agent  
*Costs as shown are for 2025*

# Who is eligible for Medicare?



# WAYS TO BECOME ELIGIBLE

- ✓ **Age:**  
65 and older
- ✓ **Disability:**  
Under 65 and receiving Social Security Disability Insurance (SSDI) payments for more than 24 months
- ✓ **Illness:**  
Any age with end-stage renal disease or ALS
- ✓ **And, you must have qualified residency:**  
U.S. citizen or permanent resident for five consecutive years



# MEDICARE ENROLLMENT




## **If you have Social Security when you turn 65**

You will be automatically enrolled into Medicare. You will receive your Medicare card three months prior to your birthday.

## **If you do not have Social Security when you turn 65**

You will need to take the step to sign up for Medicare.

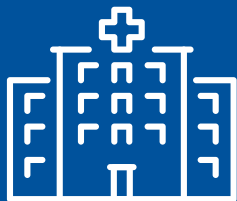
### **Three ways to join Medicare:**

-  Apply online at [www.ssa.gov](http://www.ssa.gov)
-  Call Social Security at 1-800-772-1213 (TTY 1-800-325-0778) to apply over the phone or to request an application
-  Apply at your local Social Security office

# The Medicare Basics



# ORIGINAL MEDICARE



**Part A (Hospital Insurance)**



**Part B (Medical Insurance)**

You have options for additional coverage:

Premiums on all 3 – very little Out Of Pocket



**Medicare Supplement**

and



**Part D  
(Prescription Drug)**

and



**Dental/Vision/Hearing**

OR

\$0 Premium on MAPD, \$4000 - \$8000 OOP



**Part C  
(Medicare Advantage)**

**MAPD**

and



**Hospital Indemnity  
(Medicare Advantage)**

**Helps with OOP**

# ORIGINAL MEDICARE: PART A — HOSPITAL INSURANCE



## Provides coverage for:

- ✓ Inpatient hospital care
- ✓ Skilled nursing facilities
- ✓ Hospice care
- ✓ Limited home health care

This is not a complete list of coverage available.



## PART A COSTS

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### **Eligible and paid into Social Security for 40 quarters:**

Pay \$0 monthly premium for Part A

### **Eligible and paid at least 30 quarters:**

Reduced cost: \$285 monthly premium

### **Eligible and paid less than 30 quarters:**

Full cost: \$518 monthly premium

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### **Don't qualify on your own?**

You may be eligible based on your spouse's work history when you turn 65.



# ORIGINAL MEDICARE: PART B — MEDICAL INSURANCE



## Provides coverage for:

- ✓ Doctor visits and preventive services
- ✓ Outpatient surgery
- ✓ Diagnostic screenings
- ✓ Emergency care
- ✓ Durable medical equipment

This is not a complete list of coverage available.



## PART B COSTS

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**Standard Premium** - \$185 each month (or higher depending on your income)

**You'll pay a higher premium if your income is more than:**

- \$106,000 (if you file an individual tax return or are married and file separately)
- \$212,000 (if you are married and file a joint tax return)

**\* Ask me to explain IRMA**

## PART B — LATE ENROLLMENT PENALTY

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**Did not sign up for Part B when first eligible and not covered by credible employer plan?** You may have to pay a late enrollment penalty for as long as you have Part B.

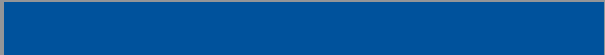


**Monthly cost may go up 10% for each full 12-month period** that you could have had Part B but did not enroll.



**Exception:** You do not have to pay a late enrollment penalty if you meet certain conditions that allow you to sign up for Part B during a Special Enrollment Period.

ORIGINAL MEDICARE  
GENERALLY COVERS  
80% OF YOUR  
HOSPITAL AND  
MEDICAL EXPENSES.



**Original Medicare does not cover:**

- ! Deductibles
- ! Copays/coinsurance
- ! Outpatient prescription drugs
- ! Healthcare outside the U.S.
- ! Hearing aids, exams, screenings
- ! Routine eye exams and most glasses
- ! Routine dental exams

Link to source for what Medicare covers: <https://www.medicare.gov/providers-services/original-medicare>

# MEDICARE SUPPLEMENT (ALSO CALLED MEDIGAP)



**Can fill some of the gaps that Original Medicare does not cover**

- ✓ Can cover deductibles, copays, and coinsurance
- ✓ Freedom to choose any Medicare-appointed doctor in the U.S.
- ✓ Standardized plan letter with associated services
- ✓ Has a monthly cost and will vary based on insurance company

# MEDICARE SUPPLEMENT PLANS DO NOT COVER:

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Prescription drugs

Drug coverage can be added separately through:

- A Prescription Drug Plan (PDP)

OR

- Other creditable coverage



## PART D — PRESCRIPTION DRUG PLAN



### Two types of Part D Coverage:

- ✓ Stand-alone Prescription Drug Plan
  - Must have Original Medicare Part A, Part B or both
- ✓ As part of a Medicare Advantage Plan
  - Medicare Advantage plans must include Part A and Part B coverage

### Part D coverage information:

- ✓ Covers some prescription drug costs
- ✓ You must continue to pay your Part B premium (if applicable)
- ✓ You must live within the Part D plan's service area

## PART D — LATE ENROLLMENT PENALTY

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- ! **Did not sign up for Part D when first eligible and did not have creditable coverage for more than 63 days?** You may have to pay a late enrollment penalty for as long as you have Part D.
- ! **The penalty is** 1% of the national base premium (\$36.78 in 2025) multiplied by the number of months you were not covered while eligible.
  - For example, the national base premium in 2025 was \$36.78. If you signed up in 2025 after missing 10 months of coverage, your monthly penalty would be \$3.70 per month (\$36.78 X 10%).



YOUR PRESCRIPTION DRUG COSTS CHANGE BASED ON THE COVERAGE STAGE YOU ARE IN.

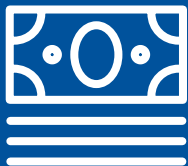
Stage 1 Deductible	Stage 2 Initial Coverage	Stage 3 Catastrophic Coverage
The amount you pay before a plan covers your prescription drug costs.	The plan pays its share of the cost, and you pay your share (copays and coinsurance).	After you reach the Maximum Out-of-Pocket, the plan will pay your covered drug costs for the rest of the year.
<b>Deductible Range:</b>  \$0 – \$545 (2024 amounts)	<b>Maximum Out-of-Pocket Cost for covered drugs:</b>  \$2,000	No copay or coinsurance for covered drugs the remainder of the plan year.

NOTE: In 2025, the “Coverage Gap” stage has been eliminated.

# SAVE ON DRUG COSTS

If you meet certain income and resource limits, you may qualify for **Extra Help** from Medicare to pay the costs of Medicare prescription drug coverage (Part D).

You can apply at: [www.ssa.gov/benefits/medicare/prescriptionhelp/](https://www.ssa.gov/benefits/medicare/prescriptionhelp/)



## Countable Assets

- Money in a checking/savings/retirement account
- Stocks
- Bonds



## Noncountable Assets

- Your home
- One car
- Burial plot
- Up to \$1,500 for burial expenses if you have put that money aside
- Furniture
- Other household and personal items

# PART C — MEDICARE ADVANTAGE PLAN

Medicare Advantage plans are offered by private insurance companies approved by Medicare and is an alternative option to Original Medicare. You must continue to pay your Part B premium.

## Includes:



Part A — Hospital Coverage



Part B — Medical Coverage

**\*Most Medicare Advantage plans include:**



Part D — Prescription Drug Coverage



**Part C  
(Medicare Advantage)**

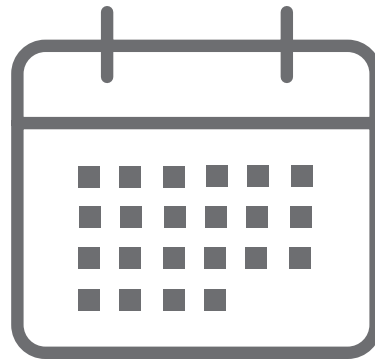
## DUAL-ELIGIBLE SPECIAL NEEDS PLANS (D-SNPS)

If you are eligible for both Medicare and Medicaid, you may qualify for plans with additional benefits not covered by Original Medicare.

You may also receive cost-sharing assistance.

If you are enrolled in a D-SNP plan, you are also eligible for a Special Enrollment Period during these times:

- January – March
- April – June
- July – September



During these times, you may join, switch, or drop your Medicare Advantage or Medicare Prescription Drug plan. You may also make a change during the Medicare Advantage Annual Enrollment Period from October 15 – December 7.

# ARE YOU A MILITARY VETERAN USING VA?

Turning 65 or already over 65 and relying on Original Medicare and the VA?

A good option is to continue to use your VA Benefits for your major health and Prescription Drugs.

But also enroll in a local \$0 Premium MAPD Plan and use it for OTC Items, local doctor visits and backup for Medicare + VA.



# Enrollment Periods



# ENROLLMENT PERIODS

## Original Medicare:



### **Initial Enrollment Period (IEP)**

- 7-month “Turning 65” Election Period  
Three months before you birthday month, the month of your birthday, and three months after your birthday.



### **Special Enrollment Period (SEP)**

- Special circumstances within the year

## Medicare Advantage:



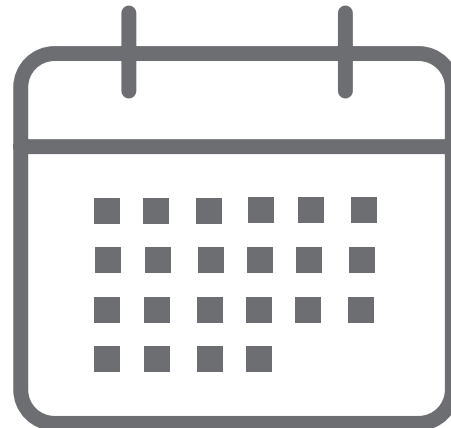
### **Annual Enrollment Period (AEP)**

- October 15 to December 7



### **Open Enrollment Period (OEP)**

- January 1 to March 31



# MEDICARE SUPPLEMENT ENROLLMENT PERIOD

- ✓ **A six-month window that begins on your Part B effective date or 65th birthday, whichever is later.**
- ✓ No medical underwriting during the initial six-month enrollment period.
- ✓ Can choose from any Medicare Supplement Plan options.





## MEDICARE SUPPLEMENT GUARANTEED ISSUE (GI) SITUATIONS

- ✓ There are several other GI situations to enroll into a Medicare Supplement plan with no underwriting. For example:
  - Loss of coverage
  - Moving to a new area, and many more
- ✓ All plan options may not be available.
- ✓ If you do not qualify for a GI situation, you may need to undergo medical underwriting.



# Star Ratings



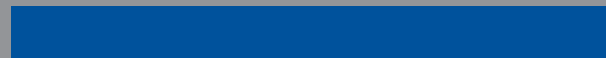
# EACH MEDICARE ADVANTAGE AND PRESCRIPTION DRUG PLAN IS ASSIGNED A STAR RATING FROM ONE TO FIVE STARS.

- ✓ Member satisfaction surveys, plans, and providers
- ✓ Performance measurements based on up to 40 key factors
- ✓ Additional information is available on [Medicare.gov](https://www.medicare.gov)





MY SERVICE TO YOU



# YOU HAVE MANY OPTIONS FOR COVERAGE.

- ✓ Continue with your employer plan if you're still working for an employer with over 20 employees.
- ✓ Continue with your retiree/military plan if applicable.
- ✓ Enroll in a Part C, Medicare Advantage Plan, which can include your Part D, Prescription Drug coverage.
- ✓ Enroll in original Medicare and a Medicare Supplement plan and a stand-alone Part D, Prescription Drug plan.



# DURING YOUR APPOINTMENT, WE'LL REVIEW YOUR NEEDS TO HELP FIND THE RIGHT PLANS FOR YOU TO CHOOSE FROM!

## Questions may include:

- ✓ When does/did your Medicare start?
- ✓ What zip code do you live in?
- ✓ Do you have a primary doctor?
- ✓ Do you have a specialist?
- ✓ Do you take any medications?
- ✓ Are you looking for a certain service?



# READY TO FIND THE PLAN THAT FITS YOUR NEEDS OR HAVE MORE QUESTIONS?

I am here to help you at no cost or obligation to you!



## My contact information:

Rick Sigler

586-713-5813 Cell 586-300-5017 Recorded Medicare Line

License# 20830319

[ricks@grifcon.com](mailto:ricks@grifcon.com)

<https://www.planenroll.com/?purl=RICK-SIGLER>



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