



MEDIGAP SUPPLEMENT  
HEADQUARTERS

# Turning 65 Guide

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When people turn 65, it means they're eligible for Medicare. There's a lot of misinformation being thrown at you in the months leading up to your 65th birthday. This, combined with many Medicare plan options, can create confusion and challenges. But you don't have to go through this journey alone — Medicare Supplement Headquarters has a short guide to help you in this new transition. If you need advice or a FREE quote, please don't hesitate to call.

## What Is Medicare?

Medicare is a government health insurance program for people who are 65 or older, or under 65 with specific disabilities. While Medicare helps cover certain costs of healthcare, it doesn't cover *everything*.

There are four parts of Medicare you should know:

- » Part A: hospital insurance.
- » Part B: medical insurance.
- » Part C: Medicare Advantage.
- » Part D: prescription drug coverage.

When you hear the phrase Original or "traditional" Medicare, it's referring to Parts A and B.

## How Is Medicare Different From Medicaid?

Medicaid is a joint federal and state program that helps some *low-income people* pay for health care, regardless of age. Medicaid programs vary by state.

Most individuals qualify for Medicare by paying Social Security and Medicare payroll taxes. However, Medicaid eligibility depends (mostly) on a person's income and resources.

## Can You Have Both Medicare and Medicaid?

Yes. Some people qualify for Medicare AND Medicaid — called dual eligibles. If you have both programs, most of your medical costs are covered.

## What Does Medicare Part A Cover?

Medicare Part A covers inpatient care, like:

- Hospital care
- Hospice care
- Skilled nursing facility care
- Some home health services

## What Does Medicare Part B Cover?

Medicare Part B covers outpatient health services, such as:

- Physical therapy
- *Most* doctor visits
- Preventative care
- Ambulance services
- X-rays and lab tests
- Durable medical equipment (wheelchair, walker, cane, etc.)
- Some prescription drugs

## What Can I Expect to Pay for Medicare Coverage?

Having Medicare doesn't exclude you from having to pay for some things on your own. The costs of Medicare can vary, depending on what part or plan you have. Costs also change from year to year.

Most people don't pay a premium for Part A and they're enrolled automatically. However, there's a hospital inpatient deductible and coinsurance for Part A — \$1,484 in 2021 for every benefit period.

Next, if you're enrolled in Part B in 2021, you can expect to pay \$148.50 per month in premiums. But it could be more depending on your income. There's also the deductible and coinsurance for Part B (\$203 in 2021). Once you hit your deductible, you normally pay 20% of the Medicare-approved amount for most health care services.

The monthly premiums for Medicare Parts C and D will differ by plan.

## When to Sign Up for Medicare

You have a seven-month timeframe to sign up for Original Medicare. Called your **Initial Enrollment Period** (IEP), this window starts three months before the month you turn 65, includes your birth month, and ends the three months after.

Unfortunately, some people miss this window. If this happens you can enroll during the **General Enrollment Period** (GEP — January 1 to March 31 each year), but you may have a late enrollment penalty. It's best to enroll in Part A during your IEP!

If you have union, employer, or TRICARE coverage, or are an active military member or qualify for Veterans' benefits, it may be in your best interest to *delay* Part B enrollment. Your current insurance might be better and/or less expensive. If you need assistance or you'd like more information, call our Medicare consultants.

## How to Apply for Medicare

If you're receiving Social Security benefits, you may be automatically enrolled in Original Medicare. If not, you can apply online, over the phone, or in person at your local Social Security office. Applying over the phone may take a little longer, but otherwise it's fairly easy.

## What Original Medicare Doesn't Cover

Original Medicare provides seniors with a *basic level of coverage* after retirement. However, it leaves behind some health care costs, as it does NOT cover:

- Deductibles
- Excess charges
- Most prescription drugs
- Extended hospitalization

Extended hospital stays can be very expensive. Depending on how long you're hospitalized, you could end up paying your **deductible, \$608 per day** in coinsurance (in due time), AND the full hospital daily rate.

As stated, Part B covers *some* prescription drugs. But you still may have heavy out-of-pocket costs if you go on a pricey medication.

## Consider Additional Medicare Coverage

To address the gaps in coverage by Original Medicare, consider additional insurance (you can't choose both of these):

### 1. Medicare Advantage

Medicare Advantage (Part C) is an all-in-one alternative to Original Medicare that's offered by private insurance companies. There are many types of Advantage plans, and each program must offer the same coverage as Parts A and B, with some providing additional benefits: gym memberships, wellness programs, transportation, and prescription drugs are some examples.

Popular Advantage plans are HMO, PPO, PFFS, and SNP. Medicare Advantage is overall less complex and usually more affordable than Medigap insurance policies, explained below.

### 2. Medicare Supplemental (Medigap) Insurance

Medicare Supplements (aka Medigap) are plans that fill in the "gaps" that Original Medicare leaves behind. The word supplemental means something provided in addition to what's currently available to improve it. So, this is an easy way to remember Medigap. It's extra coverage added to your Original Medicare.

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Did you know? There are 10 standardized Medicare Supplement plans available in most states: A, B, C, D, F, G, K, L, M, and N. Depending on which plan you select, it may cover *all* your deductibles, hospital coinsurance, foreign travel emergencies, Part B excess charges, and blood transfusions, PLUS an additional 365 days of hospital coverage. The most popular plans are **F**, **G**, and **N**.

**Note:** Wisconsin, Minnesota, and Massachusetts are three states that don't have standardized principles on their Medicare Supplements.

If you need help comparing or choosing a Medigap plan, contact a licensed agent today.

## Consider a Part D Drug Plan

If you choose to go with the Medigap and Original Medicare combo or just Original Medicare, these options don't include prescription drug coverage. Some Advantage programs don't have drug coverage either. Therefore, you'll probably want to join a separate Medicare Part D (sometimes called a PDP) plan. Since medication costs are rising, having a PDP to help can be a real difference maker.

## The Bottom Line

Our goal is not to flood you with Medicare choices. Instead, we hope this guide has helped you understand what's available to you — so you see the big picture.

In conclusion, you should enroll in Original Medicare if you're not auto-enrolled. You may not be able to get additional insurance without Parts A and B. If it stays within your budget, you can choose a Medicare Supplement and PDP plan. Those you can't afford Medigap insurance may consider a Medicare Advantage plan. When you have questions about Medicare, Medigap plans, or PDPs, we're just a phone call away.

## About Medicare Supplement Headquarters

My name is Dale "The Medicare Specialist" Wondisford. As your personal consultant, I'm here to help you understand the ins and outs of Medicare so your options are crystal clear! With over 10 years of knowledge and experience, you can be sure that when you work with me, you'll get the info you need. The best part? My advice and guidance is completely FREE to you.

You can move forward and choose a plan you know will work for you — meeting your health needs while staying within your budget.

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## How to Contact Me

There are several ways to get in touch with me.

1. Schedule a free Medicare consultation online.
2. Call the number listed below.
3. Send me an email.
4. Visit in-person — I'm also happy to come to you.

**Address:** 10331 Cypress Knee Circle  
Orlando, FL 32825

**Phone:** (407) 924-8109

**Email:** [medicaresupphdq@gmail.com](mailto:medicaresupphdq@gmail.com)

## HOURS OF OPERATION

- Monday: 8:00am - 6:00pm
- Tuesday: 8:00am - 6:00pm
- Wednesday: 8:00am - 6:00pm
- Thursday: 8:00am - 6:00pm
- Friday: 8:00am - 6:00pm
- Saturday: By Appointment Only
- Sunday: By Appointment Only