

Medicare & Long Term Care



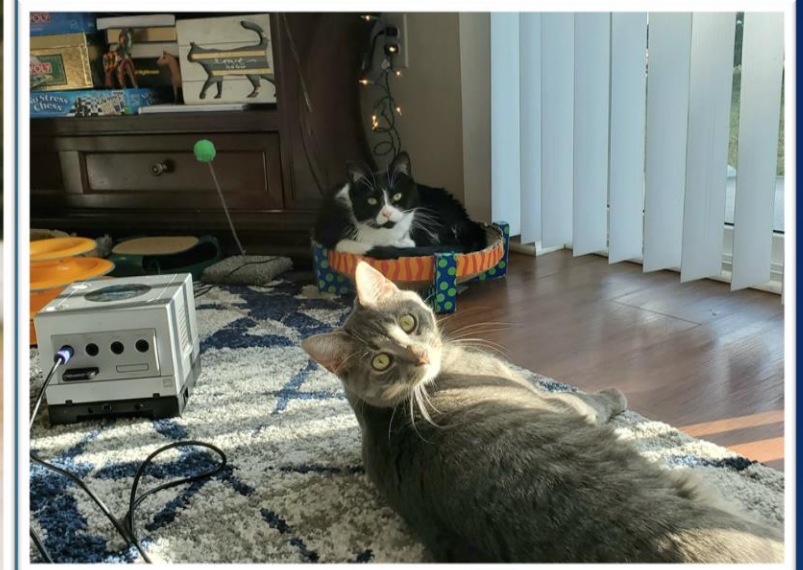
BRIANNA SEYMOUR

About me

- ▶ Live in Temperance, MI
- ▶ Unit Field Trainer at Bankers Life
 - ▶ Started July 2019
- ▶ Riding horses for 17 years
- ▶ Graduated MSU December 2019
 - ▶ B.S. Animal Science



Bentley, Bob, & Brianna



Dewey & Gracie



Medicare

Parts of Medicare

- ▶ Part A: Hospital
- ▶ Part B: Medical
- ▶ Part C: Medicare Advantage
- ▶ Part D: Prescription Drug

Original Medicare

Medicare Part A Medicare Part B

- Provides your basic hospital and medical coverage

+ Medicare Supplement Insurance

- Offers standardized benefits to help fill coverage gaps in Original Medicare
- Provided by private insurance companies

+ Medicare Part D Prescription Drug Coverage

- Provided by private insurance companies approved by Medicare

OR

Medicare Advantage (MA) Plan

Medicare Part C

- Includes benefits equal to Part A and Part B
- Offers additional benefits that vary depending on the company and plan you choose

+ Medicare Part D Prescription Drug Coverage

- Available only if you do not select an MA-PD

Part A—Hospital

Inpatient hospital stays

Inpatient skilled nursing facility care

- **EXCEPT** custodial or long-term care

Home health services for part-time care

- Skilled nursing care
- Physical therapy
- Speech therapy

Hospice care

Part A Out-of-Pocket Costs in 2022

	You Pay	Skilled Nursing Stay Co-pays	You Pay
Monthly Premium	\$0	Day 1-20	Nothing
Part A Deductible (per Benefit Period)	\$1,556	Day 21-100	\$194.50 per day
Hospital Stay Co-Pays		After 100 Days	100%
Up to 60 Days	Nothing		
Day 61-90	\$389 per day		
Day 91-150	\$778 or more per day		
After 150 days	100%		

- Skilled Nursing Requirements
 - Doctor certifies daily care needed
 - Follows 3 full days in hospital
 - Showing signs of improvement

Part B—Medical

Doctors' services

Outpatient hospital services

Medical services and supplies

Home health services

Most preventative care

Part B Out-of-Pocket Costs in 2022

	You pay
Monthly Premium	\$170.10 For most people*
Annual Deductible	\$233
Coinsurance	20% of approved expenses after deductible

*Beneficiaries who filed an individual tax return with income great than \$91,000 or who file a joint return with income greater than \$182,000 will pay a higher premium

Part C—Medicare Advantage

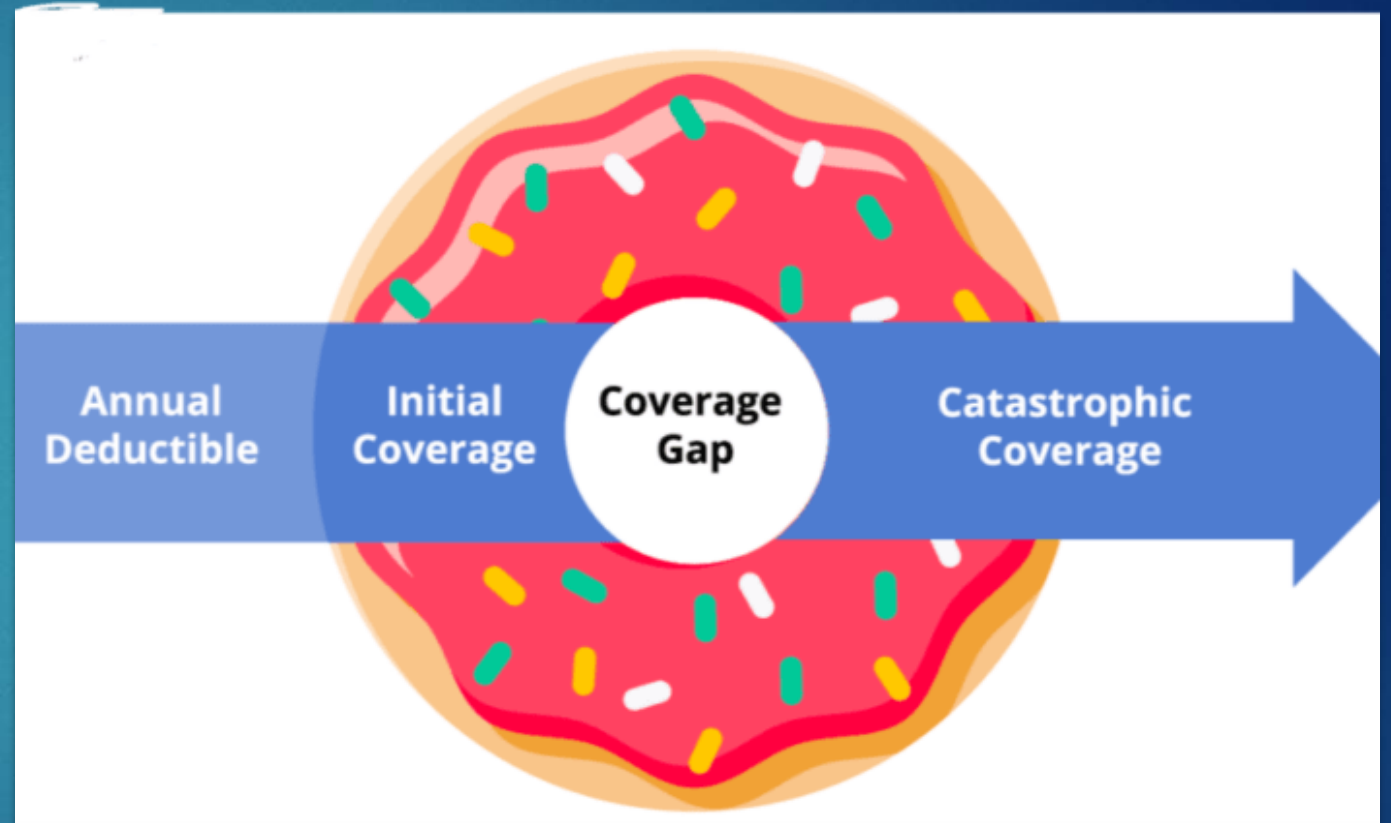
- ▶ Offered as managed care plans, such as:
 - ▶ Health Maintenance Organizations (HMOs)
 - ▶ Preferred Provider Organizations (PPOs)
- ▶ May have provider networks
- ▶ May require specialist referrals
- ▶ May offer additional benefits
 - ▶ Low or no deductible
 - ▶ Dental/Vision/Hearing
 - ▶ Prescription drug coverage (MA-PD)
- ▶ **Low or no monthly premium**
- ▶ **Usually charge co-pays for services**

Medicare Supplement—Medigap

- ▶ All plans pay for:
 - ▶ Part A co-pays and coinsurance
 - ▶ 365 additional days hospital coverage
 - ▶ Part B co-pays and co-insurance
 - ▶ Hospice care coinsurance
- ▶ **No provider networks**
- ▶ No specialist referrals
- ▶ Certain plans pay for:
 - ▶ Skilled nursing facility coinsurance
 - ▶ Part A deductible
 - ▶ Part B deductible
 - ▶ Foreign travel emergency care
 - ▶ Part B excess fees
- ▶ Higher premiums
- ▶ **Little to no out-of-pocket costs**

Part D— Prescription Drug

- ▶ Provides savings on most widely used prescription drugs
- ▶ Covers both brand-name and generic medications
- ▶ Accepted by pharmacies nationwide



Enrollment Periods

Annual Election Period (AEP)

October 15-December 7

- Original Medicare ↔ Medicare Advantage
- Change prescription plan
- Change Medicare Advantage plan

Initial Enrollment Period (IEP)

- 3 months before the month you turn 65, through your birth month, and 3 months after

Open Enrollment Period (OEP)

January 1-March 31

- Enroll in Part A and/or B
- Change Medicare Advantage plan
- Coverage starts July 1st

Long Term Care

What is Long Term Care?

- ▶ Type of care needed when someone:
 - ▶ Needs assistance in independent living
 - ▶ Cannot perform normal Activities of Daily Living (ADLs)
 - ▶ Has a cognitive impairment
 - ▶ Terminally ill

other services. **Medicare and most health insurance, including Medicare Supplement Insurance (Medigap), don't pay for this type of care.** You may be eligible for this care through Medicaid, or you can choose to buy private long-term care insurance.

Activities of Daily Living (ADLs)

Bathing

Dressing

Toileting

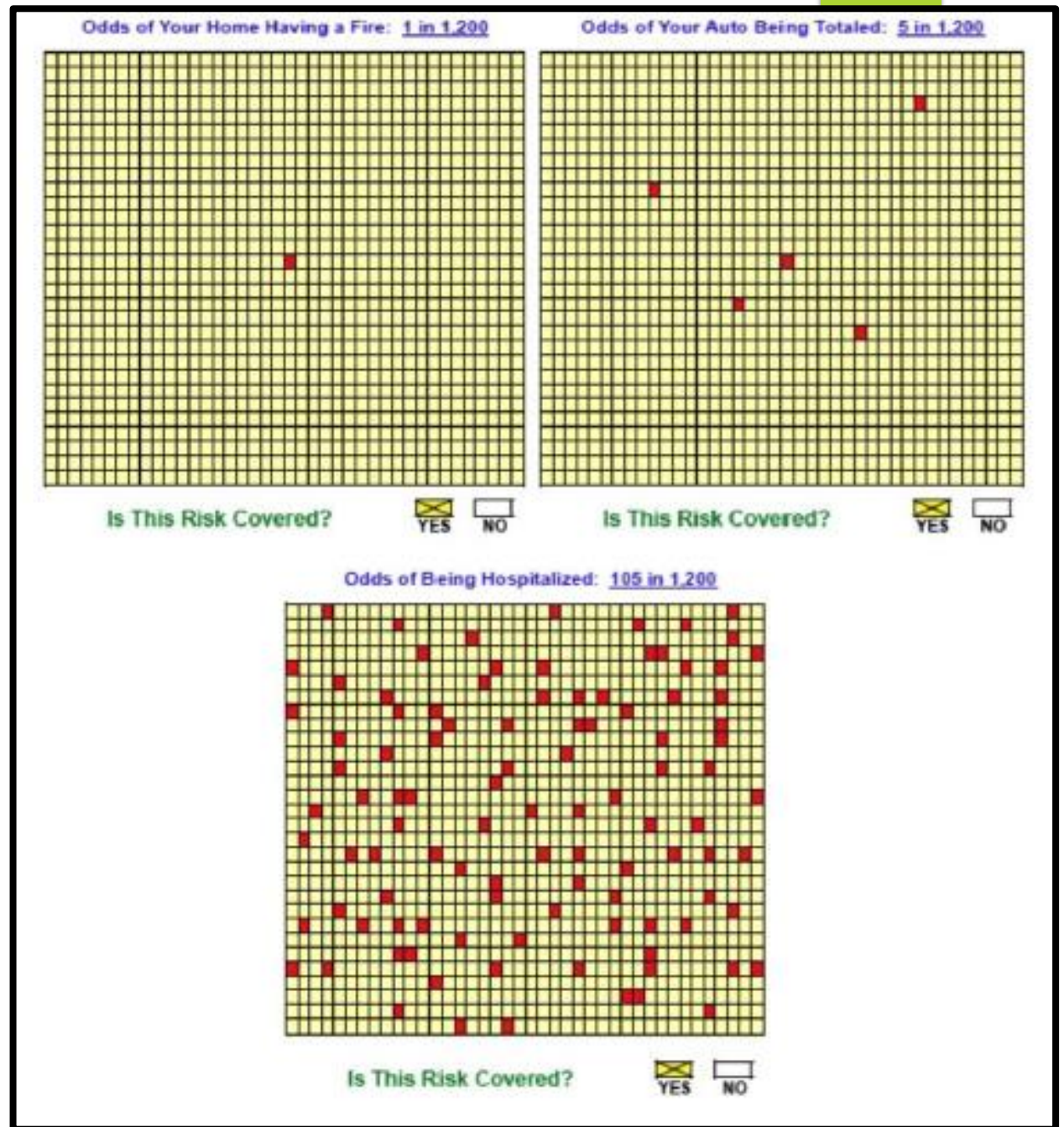
Transferring

Eating

Continence

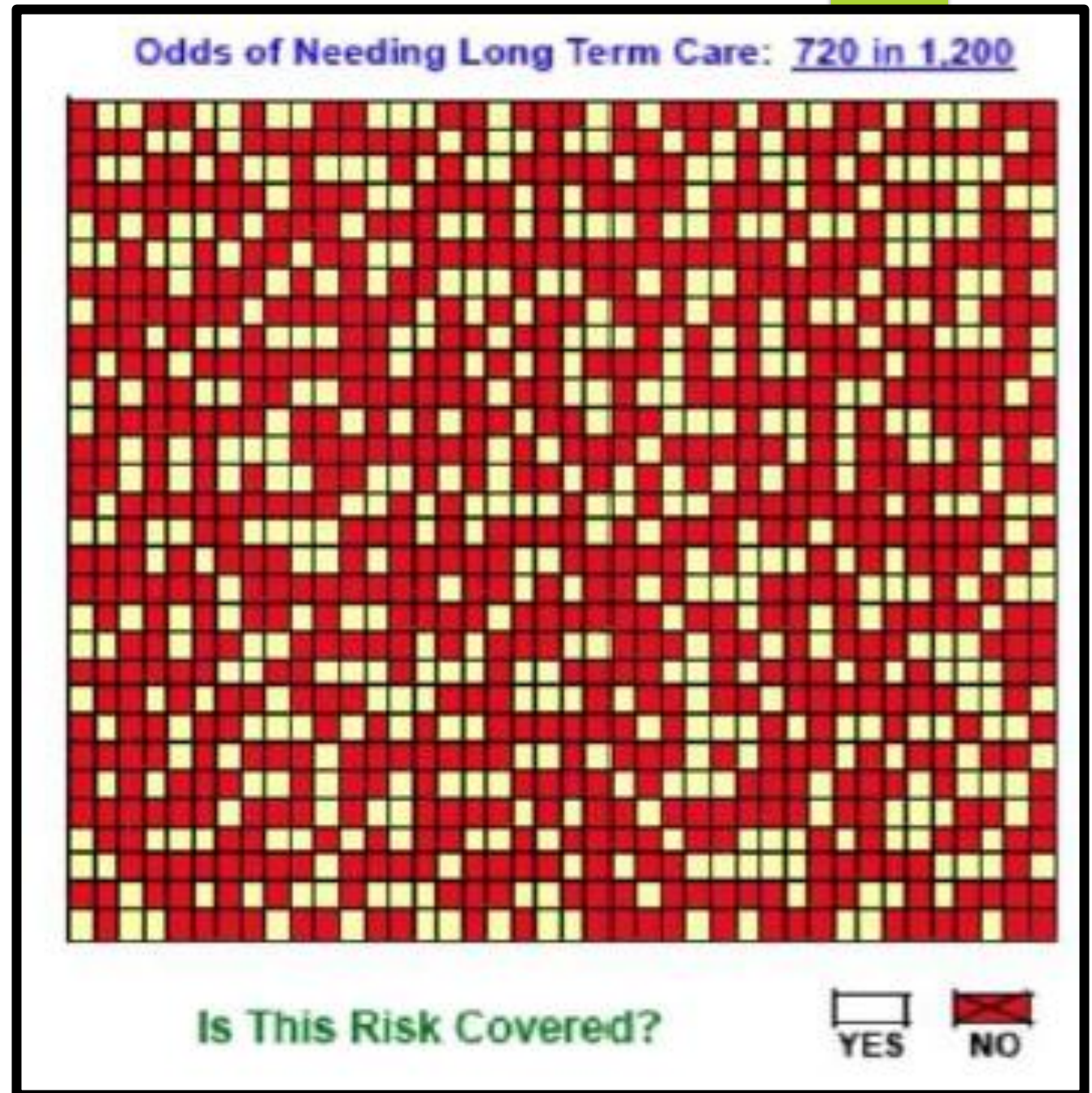
Typically, we insure a catastrophic loss

- ▶ House fire
- ▶ Car accident
- ▶ Medical bills



Odds of Needing Long Term Care

- ▶ Most often, risk goes uncovered
- ▶ #1 reason for bankruptcy after age 65



Most people aren't planning ahead

- ▶ Depressing to talk about
- ▶ We often make assumptions about the past
- ▶ No discussion = No plan = Large costs

7 of 10

people over the age of 65 will need some type of long term care support³

63%

of caregivers used their own retirement and savings funds to pay for care²

100%

of their families are affected in some way

Average costs 2021



In-home Care: \$4,000-\$7,000
monthly



Assisted Living: \$6,000-\$10,000
monthly



Nursing Home: \$10,000-\$20,000+
monthly

Reasons for having a plan in place BEFORE we need the care

01

Protect your
retirement
savings

02

Reduce out
of pocket
costs

03

Make it easier
for family

04

Reduce risk of
injury

05

Support ability
to receive care
at home

How it works

Flexible: Covers independent days of care



Lasts: Restores after not needing care for 6 months



Mobile: Goes with you wherever you call home



Coverage features

Home Care

Covers care, services and supplies from qualified home healthcare providers.

- Visits by:
 - Home care aides
 - Nurses
 - Physical, occupational and speech therapists
 - Nutritional specialists
 - Medical social workers
- Charges related to your home care:
 - Transportation to and from medical appointments
 - Domestic cleaning and laundry services
 - Home delivery of meals from an official program
 - Food shopping, running errands, meal preparation and clean-up
- Rental of a wheelchair, hospital bed and other durable, portable therapeutic equipment up to the purchase price

Adult Day Care

Covers services at a qualified adult day care facility.

- Transportation to and from the facility
- Meals provided by the facility
- Social, recreational and educational events designed to improve your functioning and level of self-awareness

Facility Care

Pays for care, services and supplies in all covered facilities, for example:

- Nursing homes
- Assisted living facilities
- Alzheimer's facilities
- Residential healthcare facilities

Facility-only plans available. Please see your agent for complete details.

It does NOT save money to wait

- ▶ Annual premium age 50-80
- ▶ \$90,000 benefit pool

50 \$753.27 annual x 40 years
= **\$30,130** (total premium)

60 \$1,297.41 annual x 30 years
= **\$38,922** (extra \$8,792)

70 \$2,734.12 annual x 20 years
= **\$54,682** (extra \$24,552)

80 \$5,956.64 annual x 10 years
= **\$59,566** (extra \$29,436)

Thank you!



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