

MEDICARE UPDATE 2021

HEALTHCARE BENEFIT SERVICES

NEW CRITICAL INFORMATION..... Please Read

Hello, we hope this newsletter finds you well. It has been a crazy year for all of us. Because of COVID-19 and public health recommendations we are limiting in office appointments. Like last year, we will be using computers and screen shares to make changes to your Medicare Plans for 2021. This year we have a new platform so the process should be much easier to navigate.

We again need to make sure you go to www.medicare.gov and create a myMedicare.gov account with a username and password. We will not be able to run an analysis for you without your personal input.

We are going to schedule appointments to assist you in the process of reviewing your drugs, and then doing an online enrollment if it appears changing companies makes sense for you. Our goal is to do most of the appointments on the phone using the computer screen share process. This allows you to view our computer live from your computer as we work on your analysis together.

Don't worry about the process, as long as you can get to your email we can help you.

If you want us to do an analysis for you then you MUST send in the attached personal worksheet or complete online on our new website www.medicarehbs.com. See instructions on page 3 of this newsletter. This is what we will use to call you to schedule an appointment for a screen share or in office appointment.

We will not be able to run an analysis if you just call in, an appointment will be required.

If you do not send in the worksheet, we will assume you do not want an analysis this year.

The Good News is: For those on Advantage Plans we are also able to help you in the new year if you want to change plans. **Medicare has created a new enrollment period called OEP (Open Enrollment Period).** See more on the next page.

Annual Enrollment Period is Here

October 15—December 7

Changes to your Part D DRUG PLAN must be made during this time
and your new policy will not start until January 1, 2021

This does NOT apply to Medicare Supplements

They can be changed anytime of year based on health underwriting questions

MORE ON OEP....

This is **only** for Medicare Advantage plans. Designed so you can move to another Advantage Plan or go back to Original Medicare and buy a Medicare Supplement (YOU HAVE TO ANSWER HEALTH QUESTIONS TO MOVE TO A SUPPLEMENT). **This is NOT used to move a drug plan in the new year.**

It was developed for people to be able to change plans if their doctor quit taking the plan they are on or for some reason don't like the plan they enrolled in during AEP.

The requirement is **YOU have to call us** if you want to make a change, we can't call you.

2021 OEP is January 1-March 31. The plan change takes effect the first of the month following your enrollment. After this time the OEP is over for the rest of the year.

MEDICARE SUPPLEMENT PLAN F or Plan G ??

As many of you know, Medicare Supplement Plan F can no longer be sold to those people turning 65 after January 1, 2020. **If you have an F supplement you can keep it.**

Colorado Regulation 4-3-3 **created a special election period (SEP)** for people on a Plan F to move to a Plan G with NO health questions asked. The Commissioner of Insurance supported this regulation because of the concern of spiraling rate increases on Plan Fs. We recommend you make this change as it will help stabilize your premiums in the future if you are on a Plan G.

You should have received a letter from us and a letter from your insurance company explaining this change and the process for you to follow to switch plans. Make sure you keep this letter as we will need it to help you move to a new plan.



The SEP is from January 1 to June 30 2021

THE DIFFERENCE BETWEEN PLAN F AND G?

The **only** difference is the Part B deductible of \$198/year in 2020. Plan F pays this deductible for you, Plan G YOU must pay it yourself.

(This regulation also applies to people who have a Plan C can go to a Plan D, and a High F to a High G.)

PART D CHANGES

The changes to drug plans for 2021 are...

Deductible \$445 max per year

The initial drug level \$4130

(When you fall into the donut hole. This is the total retail cost of your medications, NOT your drug co-pay.)

Coverage Gap or Donut Hole

\$4130—\$6550
(your out of pocket costs)

You pay 25% of retail cost

Catastrophic Coverage

(after the donut hole up to years end)

Generics \$3.70 Brand \$9.20

Or 5% of the cost of the drug for specialty drugs.

Watch for your Annual Notice of Change (ANOC) for your Part D drug Plan or Advantage Plan.

Some companies are sending a post card that has a number for you to call to get a ANOC for your plan.

Make sure to look over this document carefully as many companies made significant changes to their plans for 2021.

NOTICE: If you have a **Mutual of Omaha Value Drug Plan** make sure you read your ANOC. It states this plan is ending and they are moving you to their more EXPENSIVE plan. It is **very important** for us to run your analysis for 2021 so you do not get stuck in the wrong plan.

We have a NEW website!

WWW.MEDICAREHBS.COM

If you prefer to complete the personal information sheet electronically instead of the one in this newsletter, go to our website and click on the AEP tab. Simply fill in the form and press submit. All the information is transmitted securely under very strict HIPAA rules.

If you know of anyone who could use our services please direct them to the website or have them give us a call.



Insulin Co-Pay's Reduced for 2021

There are a broad set of insulins that will be priced at a maximum co-pay of \$35.00 per month. This is only available on **certain** drug plans and Advantage plans. If you are on insulin make sure we run your analysis for the new year.

If you have seen all the advertisements on TV about Medicare Plans offering Dental, Vision, Hearing, Transportation and more... These are ALL Advantage plans which are managed care plans. Several plans are coming available in new counties in Colorado for 2021.

Please note these are NOT Medicare Supplement Plans so don't get confused.

Costs faced by older Americans on the rise

Change in price for items that represent typical costs of Social Security recipients. Shows the 10 fastest-growing costs of a study of 40 items.

Item	Cost	Increase Since 2000
Prescription drugs avg. out-of-pocket (Annual)	\$3,875.76	252%
Medicare Part B premiums (Monthly)	\$144.60	218%
Homeowner's insurance (Annual)	\$1,389.90	174%
Home heating oil (Gallon)	\$3.12	172%
10 lbs. potatoes (Gold)	\$7.98	168%
Veterinarian services	\$272.90	150%
Medigap (Avg. monthly premium)	\$295.64	148%
Total medical costs, excl. premiums (Annual)	\$14,151.00	130%
Real estate tax (Annual)	\$1,579.06	129%
Oranges (lb.)	\$1.34	120%

SOURCE: The Senior Citizens League. Cost data as of January 2020. Data for veterinarian services uses data from the Bureau of Labor statistics as national average data was not available.



- Costs of goods and services retirees use most jumped 99.3% from January 2000 to January 2020.
- As you can see Medicare health-care related costs represent some of the biggest increases.
- This is why making sure you are on the best Part D drug plan or Advantage plan is so important.

We are problem solvers... for you

HealthCare Benefit Services
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Littleton, CO 80128

Important date sensitive
2021 Medicare information

Tom, Tammey, Torrie, Diane, Penny and Judy all look forward to working with you again during AEP.

We would like to introduce a new member of our team, Jenell Sobas. She has been a licensed agent for many years and is a valuable asset to our team. Please welcome her if she happens to assist you.

**Annual Enrollment Period (AEP) is
October 15—December 7**

**Open Enrollment Period (OEP)
you MUST be on an Advantage Plan
January 1—March 31**