

# Association of Florida Colleges

## *“Transition to Medicare”*

**(Age 65+)**

**Or under 65 and on Medicare due to Disability**

## **VALERY INSURANCE**

**Workshop Instructor: Doug Valery**

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**FV0620P11web**

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# VALERY INSURANCE AGENCY

## School Boards & Municipalities

Now Holding Educational Classes on Medicare Health Insurance Options  
for Employees, Retirees & Spouses

### SCHOOL BOARDS

- Clay County
- Collier County
- DeSoto County
- Flagler County
- Gilchrist County
- Gulf County
- Hamilton County
- Lake County
- Levy County
- Madison County
- Nassau County
- Okeechobee County
- Sumter County
- Taylor County
- Volusia County
- Wakulla County

### SHERIFFS

- Hernando County
- Martin County
- Pasco County

### COURTS

- Charlotte County
- Collier County
- Lee County
- Palm Beach County
- Seminole County
- 20th Judicial Circuit Courts

### COUNTY GOVERNMENTS

- Broward BOCC
- Broward Supervisor of Elections
- Charlotte BOCC
- Charlotte Tax Collector
- Citrus BOCC
- Collier BOCC
- Collier Supervisor of Elections
- Collier Tax Collector
- DeSoto BOCC
- Flagler BOCC
- Hamilton BOCC
- Hardee BOCC
- Hendry BOCC
- Hernando BOCC
- Lake BOCC
- Lee Port Authority
- Lee Property Appraiser
- Lee Supervisor of Elections
- Lee Tax Collector
- Levy BOCC
- Martin Property Appraiser
- Palm Beach BOCC
- Palm Beach Property Appraiser
- Palm Beach Tax Collector
- Palm Tran
- Pasco BOCC
- Wakulla BOCC

### CITIES

- Arcadia
- Bradenton
- Bushnell
- Dunedin
- Fort Myers
- Indian Rocks Beach
- Leesburg
- Naples
- Palm Beach Gardens
- Port St. Lucie
- Punta Gorda
- Redington Shores
- Wildwood

### COLLEGES

- Ave Maria University
- College of Central Florida
- Embry-Riddle Aeronautical
- Lake Sumter State College
- North Florida Community College
- Tallahassee Community College
- South Florida State College

# THE FOUR PARTS OF MEDICARE

**A**

Hospital

**B**

Doctor

**C**  
\_\_\_\_ or \_\_\_\_  
**Medicare  
Supplement**

**D**

Rx Plan

# MEDICARE

## 2020

Medicare Starts on the 1<sup>st</sup> of Month

### **PART A = Hospital:**

- \$1408 Deductible: Each Admission
- Co-pay: \$352 per day

### **PART B = Doctor:**

- \$198 Deductible: Calendar Year
- 20% Co-pay
- Excess Charge = 15%

### **2020 Part B Income Surcharge**

<b>Single Filer Income</b>	<b>Joint Filer Income</b>	<b>Part B Monthly Premium</b>
Up to \$87,000	Up to \$174,000	\$144.60
\$ 87,001 - \$109,000	\$174,001 - \$218,000	\$202.40
\$109,001 - \$136,000	\$218,001 - \$272,000	\$289.20
\$136,001 - \$163,000	\$272,001 - \$326,000	\$376.00
\$163,001 - \$500,000	\$326,001 - \$750,000	\$462.70
Above \$501,000	Above \$750,000	\$491.60

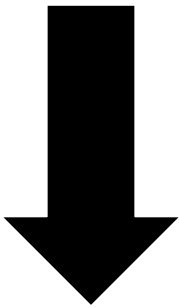
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# MEDICARE OPTIONS

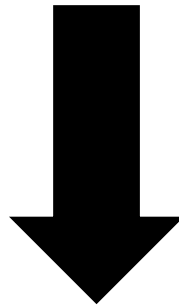
Medicare  
Parts A & B

Medicare Advantage  
HMO  
PPO

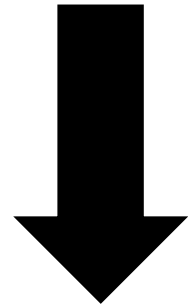
MEDICARE  
SUPPLEMENT



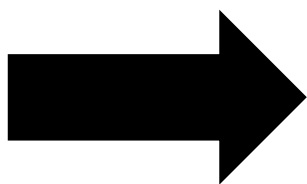
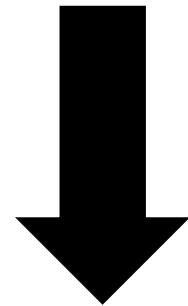
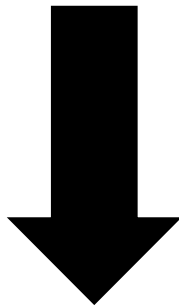
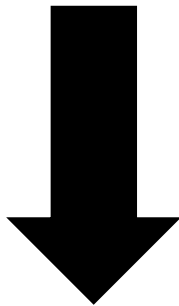
**ALL\***



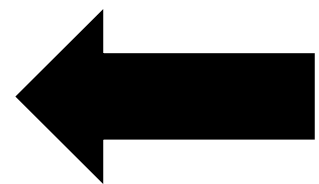
**Limited  
Network**



**ALL\***



**Doctors  
& Hospitals**



\*The vast majority of Doctors and Hospitals accept Original Medicare

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**(Part C)**

**(Medigap)**

**Medicare  
Advantage**

**VS**

**Traditional  
Medicare  
Supplement**

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**Limited choice of  
Doctors & Hospitals**

- **May need a referral**
- **Doctors may drop out of plan without notice**

**Use ALL Doctors and  
ALL Hospitals in the  
U.S. that accept  
Original Medicare**

**You pay:**

**Plan pays:**

**Deductibles  
Co-pays  
Out Of Pocket Costs  
Part B Premium  
(Depending on plan)**

**Deductibles  
Co-Pays  
Out Of Pocket Costs  
(Amount depends on  
plan selected)**

**Takes over Medicare  
(Claims paid by Insurance  
Company, not Original  
Medicare)**

**Original Medicare Pays 1st  
Supplement Pays 2nd**

**Annual plan  
(Carrier may make benefit  
changes or not renew plan)**

**Lifetime plan**

**Limited opportunity  
to change plans**

**Change plans at any time**

# OUTLINE OF COVERAGE

Benefit Plans A, B, C, F, G, K, L, N, Select C, Select F

## Benefit Chart of Medicare Supplement Plans Sold on or After June 1, 2010

This chart shows the benefits included in each of the standard Medicare supplement plans. Every company must make Plan "A" available. Some plans may not be available in your state.

### Basic Benefits:

- **Hospitalization:** Part A co-insurance plus coverage for 365 additional days after Medicare benefits end.
- **Medical Expenses:** Part B co-insurance (generally 20% of Medicare-approved expenses) or co-payments for hospital outpatient services. Plans K, L, and N require insureds to pay a portion of Part B co-insurance or co-payments.
- **Blood:** First 3 pints of blood each year.
- **Hospice:** Part A co-insurance

\*Medicare Select Plans C and F contain the same benefits as standardized Medicare Supplement Plans C and F, except for restrictions on your use of hospitals.

PLAN A	PLAN B	PLAN C	PLAN D	PLAN F*	PLAN G*	PLAN K	PLAN L	PLAN M	PLAN N
Basic, including 100% Part B co-insurance	Basic, including 100% Part B co-insurance	Basic, including 100% Part B co-insurance	Basic, including 100% Part B co-insurance	Basic, including 100% Part B co-insurance	Basic, including 100% Part B co-insurance	Hospitalization and preventive care paid at 100% other basic benefits paid at 50%	Hospitalization and preventive care paid at 100% other basic benefits paid at 75%	Basic including 100% Part B co-insurance	Basic, including 100% Part B co-insurance, except up to \$20 co-payment for office visit, and up to \$50 copayment for ER
		Skilled nursing facility co-insurance	Skilled nursing facility co-insurance	Skilled nursing facility co-insurance	Skilled nursing facility co-insurance	50% Skilled nursing facility coinsurance	75% Skilled nursing facility coinsurance	Skilled nursing facility coinsurance	Skilled nursing facility coinsurance
	Part A deductible	Part A deductible	Part A deductible	Part A deductible	Part A deductible	50% Part A deductible	75% Part A deductible	50% Part A deductible	Part A deductible
		Part B deductible		Part B deductible					
				Part B excess (100%)	Part B excess (100%)				
		Foreign travel emergency	Foreign travel emergency	Foreign travel emergency	Foreign travel emergency			Foreign travel emergency	Foreign travel emergency
<p>*Plan F and Plan G also have high deductible versions. This high deductible plan pays the same benefits as Plan F or Plan G after one has paid a calendar year \$2340 deductible (plus the Part B deductible for Plan HDG). Benefits from high deductible plans will not begin until out of pocket expenses exceeds \$2340. Out of pocket expenses for this deductible are expenses that would ordinarily be paid by the policy. These expenses include the Medicare deductible for Part A and Part B, but do not include the plan's separate foreign travel emergency deductible.</p>						Out-of-pocket limit \$5240; paid at 100% after limit reached	Out-of-pocket limit \$2620; paid at 100% after limit reached		

# Sample Rates\*

FOR THE MOST POPULAR PLANS

Zip 344\_\_  
 (Carriers accept payment through FRS)

Age	Plan	Monthly Premium Range	
<b>Plans at age 65</b>	<b>F</b>	<b>\$ 200</b>	<b>\$ 250</b>
	<b>G</b>	<b>\$ 172</b>	<b>\$ 236</b>
	<b>N</b>	<b>\$ 140</b>	<b>\$ 175</b>
<b>Plans at 66-69</b>	<b>F</b>	<b>\$ 210</b>	<b>\$ 266</b>
	<b>G</b>	<b>\$ 177</b>	<b>\$ 252</b>
	<b>N</b>	<b>\$ 145</b>	<b>\$ 165</b>
<b>Plans at 70-74</b>	<b>F</b>	<b>\$ 240</b>	<b>\$ 298</b>
	<b>G</b>	<b>\$ 205</b>	<b>\$ 285</b>
	<b>N</b>	<b>\$ 170</b>	<b>\$ 180</b>
<b>Plans at 75-79</b>	<b>F</b>	<b>\$ 277</b>	<b>\$ 330</b>
	<b>G</b>	<b>\$ 238</b>	<b>\$ 320</b>
	<b>N</b>	<b>\$ 195</b>	<b>\$ 225</b>
<b>80+</b>	<b>F</b>	<b>\$ 320</b>	<b>\$ 345 +</b>
	<b>G</b>	<b>\$ 275</b>	<b>\$ 330 +</b>
	<b>N</b>	<b>\$ 225</b>	<b>\$ 240 +</b>

\* Non-Smoker Rates

Please call 1-800-330-8445, mention this AFC Webinar, for Rates in your Specific Zip Code

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# PAY YOUR PREMIUM & USE H.I.S. TAX FREE

**YOUR FLORIDA INSURANCE SUBSIDY**  
**( \$5.00 x # of years = SUBSIDY)**

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**How it is paid to you determines if it will be taxable income.**

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## WRONG

**SUBSIDY TO YOU.....YOU PAY INSURANCE**  
**.....YOU PAY TAX**

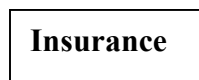


**WHY ARE YOU GIVING YOUR INCOME AWAY?**

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## RIGHT

**SUBSIDY TO INSURANCE COMPANY...YOU PAY NO TAX**



**Let F.R.S pay your Health Insurance premium so you do NOT**  
**pay income tax on your Health Insurance Subsidy.**

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# MEDICARE PART “D” Rx

**MEDICARE HAS APPROVED  
10 COMPANIES  
TO OFFER  
27 DIFFERENT  
PART D PLANS  
IN FLORIDA**

**2020 VERSION**

<u>Deductible Phase</u>	<u>Co-Pay Phase</u>	<u>Coverage Gap</u>	<u>Catastrophic Phase</u>
\$0 to \$435 Deductible	Drug Account \$4,020 Varying Co-Pays Depends on Plan Formulary	“Donut Hole” \$6,350 Pay 25% (Brands) Pay 25% (Generics)	<b>YOU PAY ONLY</b> 5% of full cost For Generics & Brands

**Annual Enrollment Period = October 15<sup>th</sup> - December 7<sup>th</sup>**

(effective date of January 1<sup>st</sup> of the following year)

## 2020 Part D Income-Based Surcharge

<b>Single Filer Income</b>	<b>Joint Filer Income</b>	<b>Surcharge</b>
Up to \$87,000	Up to \$174,000	\$ 0.00 + Plan Premium
\$ 87,001 - \$109,000	\$174,001 - \$218,000	\$ 12.20 + Plan Premium
\$109,001 - \$136,000	\$218,001 - \$272,000	\$ 31.50 + Plan Premium
\$136,001 - \$163,000	\$272,001 - \$326,000	\$ 50.70 + Plan Premium
\$163,001 - \$500,000	\$326,001 - \$750,000	\$ 70.00 + Plan Premium
Above \$500,000	Above \$750,000	\$ 76.40 + Plan Premium

**Valery Insurance Agency can help, each year to pick out a new Drug Plan to  
help save you money!**

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# SAMPLE MONTHLY COST AT AGE 65

## U.S. GOVERNMENT:

MEDICARE A	\$ 0.00
MEDICARE B	\$ 144.60*

*(Parts A & B are both required after Retirement regardless of which Insurance product you choose)*

\*This amount can vary based on start date and/or income.

## INSURANCE CARRIERS:

MEDICARE SUPPLEMENT (PLAN G)	\$ 172.00
PART D Rx (Average Plan Cost)	\$ 30.00
	<hr/>
	\$ 202.00 – Subsidy = _____

## Why Valery Insurance Agency:

### We Educate you and help you with:

- Enrollment Timelines and Processes
- Insuring a Spouse
- Guaranteed Issue products available to Retiree and Spouse
- Using your Health Insurance Subsidy (FRS) on a tax-free basis
- Foreign Travel
- We shop around for the best premiums, so you don't have to.

**We pride ourselves on offering unsurpassed Customer Service.**

Call us at 1-800-330-8445

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