Spark

Guide to Medicare Supplements









Courtney Spratley
Senior Agent Success Associate



Pam Harrison
Medicare Trainer & Compliance Lead

AUGUST 2024

CONFIDENTIAL AND PROPRIETARY

Agenda

01	What are Medicare Supplements?
02	Standard Plans
03	When recommend?
04	How to Quote and Enroll
05	Wrap Up

CONFIDENTIAL AND PROPRIETARY

What are Medicare Supplements?

Also called Medigap, Medicare Supplements are designed to help pay the beneficiaries out-of pocket costs in Original Medicare.

- You pay a monthly premium for a Medicare Supplement
- You can purchase a Supplement if you have Original Medicare (Parts A & B)
- All Medicare Supplement policies are standardized. *
- No drug coverage**, or routine dental, vision, hearing benefits.
- Guaranteed Renewable
- No Provider network, can see any Dr. in the US that accepts Medicare

*MA, MN, WI Medicare Supplements are standardized in a different way.
**Some Part B drugs are covered

Your Medicare Supplement Plan Options

Note: a Plan A with one carrier offers the same benefits as Plan A with another carrier! The most common plan today is Plan G since it offers the most coverage. The main difference between carriers is price.

* F and G may also have high deductible options. However, Plans C and F are no longer available to people new to Medicare on or after January 1, 2020 as plans can no longer cover the Part B deductible.

Basic Benefits	A	B	D	G*	K	L	M	N	C*	F*
Part A: Hospital Coinsurance	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Part A: Hospice Care Coinsurance	✓	✓	✓	✓	50%	75%	✓	✓	✓	✓
Part B: Medical Coinsurance	✓	✓	✓	✓	50%	75%	✓	✓	✓	✓
Part B: Medical Preventive Care Coinsurance	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Parts A & B: Blood (first 3 pints)	✓	✓	✓	✓	50%	75%	✓	✓	✓	✓

Additional Benefits	A	B	D	G*	K	L	M	N	C*	F*
Skilled Nursing Care Coinsurance			✓	✓	50%	75%	✓	✓	✓	✓
Part A Deductible $1,632		✓	✓	✓	50%	75%	50%	✓	✓	✓
Part B Deductible $240									✓	✓
Part B Excess Charges				✓						✓
Foreign Travel Emergency (lifetime limit $50k)			80%	80%			80%	80%	80%	80%
Out-of-pocket Yearly Limit					$7,060	$3,530				

Not affiliated with the U.S. government or federal Medicare program. We do not offer every plan available in your area. Any information we provide is limited to those plans we do offer in your area. Please contact Medicare.gov or 1-800 MEDICARE to get information on all of your options

Underwriting

6 Months Open Enrollment

No Medical Underwriting the first 6 months when enrolling in Part B and age 65 or older

After OEP

Can apply for a Medicare Supplement anytime of the year, but will have medical underwriting after OEP unless in Trial Right period

Trial Right

12 month period after dropping a Medicare Supplement to join a MA/MAPD plan or joined a MA when first eligible at age 65. Supp and PDP are GI

Guaranteed Issue

MA Plan is leaving Medicare
MA Plan stops giving care in your area
You move out of plan's service area

Medicare Supplement vs. Medicare Advantage

Medicare Supplement

- Predictable monthly premiums, low out of pocket for services
- Can see any Dr. in the US that accepts Medicare
- Coverage outside of US on some
- Small percentage offer discounts on dental, vision, hearing
- Premiums go up over time and will get expensive
- Have to purchase standalone PDP

Medicare Advantage

- Many plans are $0 premium, $0 copay for PCP
- Network of Providers - HMO, PPO
- Most plans have some coverage for dental, vision, hearing and other supplemental benefits
- Most plans include Part D prescription drug coverage
- Never any Medical Underwriting
- Plans for Special Needs beneficiaries

When to bring up Supplements

Your job is to educate your clients on Supplements and Advantage plans, and help them make the best choice for their current situation.

- Your client is in their Supplement 6 months Open Enrollment Period
- Your client travels extensively, including outside of the US
- Your client is currently undergoing cancer treatments
- Your client has other significant ongoing health issues
- Your client is adamant about not wanting a network
- MAPD’s in your area have higher than national average MOOP

Trial Right & Guaranteed Issue

Trial Right

Left a Medicare Supplement and joined a MAPD for the first time:

Member has a 12-month period to go back to Original Medicare and get the Medicare Supplement they had before they joined the Medicare Advantage Plan if the same insurance company still sells it.

If the former Medigap policy isn't available, they can buy Medigap Plan A, B, C*, D*, F*, G*, K, or L that's sold by an insurance company in your state.

Trial Right

Joined a Medicare Advantage Plan when they were first eligible for Medicare Part A at 65,

Within the first year of joining, they decide they want to switch to Original Medicare.

They can purchase any supplement sold in the state.

They can apply 60 days before coverage ends and up to 63 days after coverage ends.

Guaranteed Issue

The client's Medicare Advantage Plan is leaving Medicare.

They can buy Medigap Plan A, B, C*, D*, F*, G*, K, or L that's sold by an insurance company in their state. They only have this right if you switch to Original Medicare (rather than join another Medicare Advantage Plan).

They can apply 60 days before coverage ends and up to 63 days after coverage ends.

Guaranteed Issue

The client has a MAPD and moves out of the plan's service area.

They can buy Medigap Plan A, B, C*, D*, F*, G*, K, or L that's sold by an insurance company in their state. They only have this right if you switch to Original Medicare (rather than join another Medicare Advantage Plan).

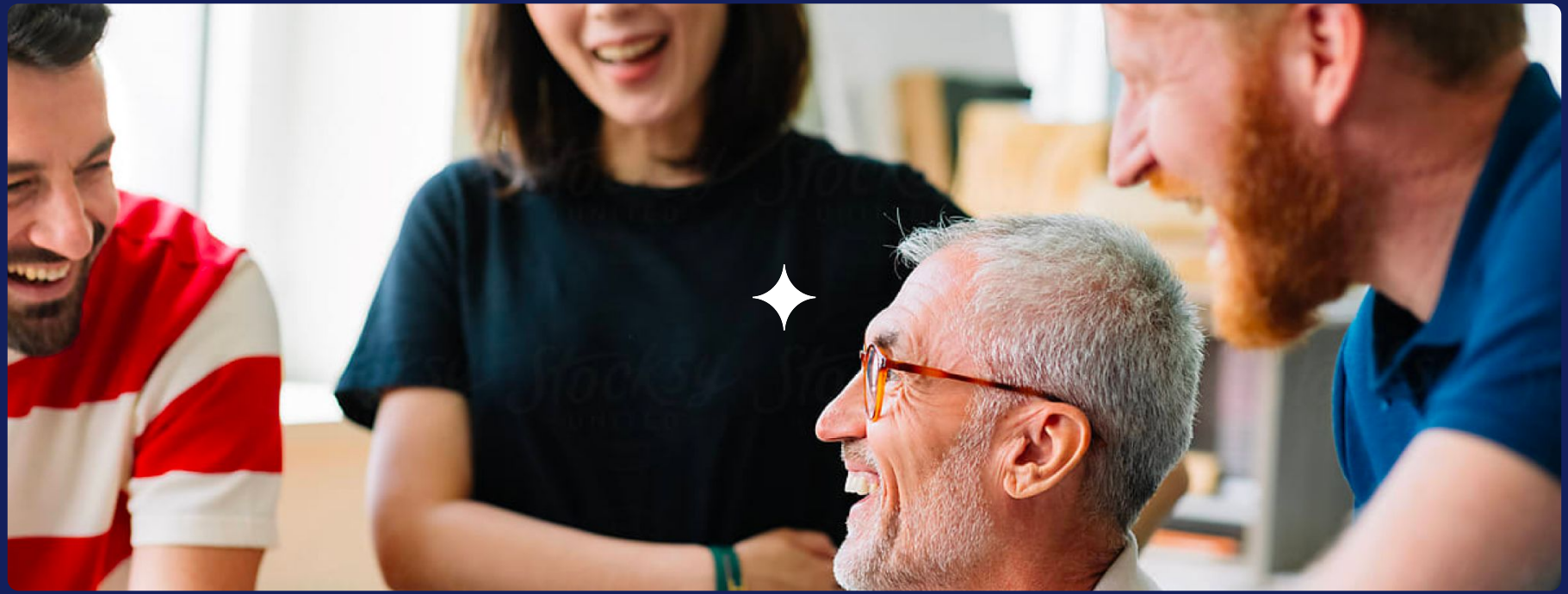
They can apply 60 days before coverage ends and up to 63 days after coverage ends.

Resources

Choosing a Medigap Policy (2024)
https://www.medicare.gov/publications/02110-medigap-guide-health-insurance.pdf

Medicare & You 2024 - the official US government Medicare handbook
https://www.medicare.gov/Pubs/pdf/10050-medicare-and-you.pdf

Medicare.gov
https://www.medicare.gov/health-drug-plans/medigap



Quote & Enroll

Quoting Medicare Supplements

SunFire

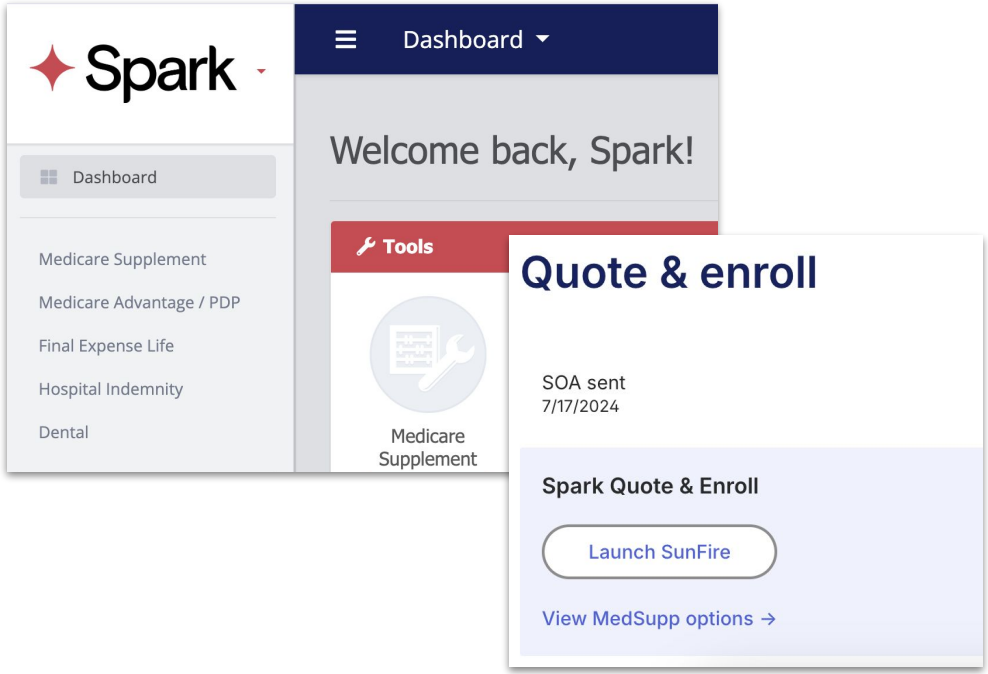
SunFire also allows you to quote Medicare Supplements. Currently, about 6 carriers have integrated enrollment options.

CSG quoting tool

Comprehensive way to quote and compare Medicare Supplements, including with other product types.

*Carrier portals

We recommend submitting Medicare Supplement enrollments directly through your agent carrier portals.



SunFire vs. CSG

SunFire

- SunFire currently has 6 carriers integrated for Medicare Supplement enrollment
- Contact information is integrated with SunFire, resulting in less double or triple entry
- Keep track of enrollment applications submitted through the Spark platform via SunFire

2024 Quote & Enroll Capabilities

CSG

- Comprehensive quoting options with plan details
- Universal Compare allows you to compare MS plans with PDPs and MA/MAPDs
- Quoting tool - ONLY
- Enrollments must be submitted via agent carrier portals or another enrollment tool of your choice

Quote & Enroll Resource Guide

*NEW - SunFire Med Supp & DVH capabilities updated

SunFire Demo

CSG Quoting Tool Demo

Questions?

Thank You

CONTACT

support@sparkadvisors.com

pam.harrison@sparkadvisors.com

Spark