



Medicare Enrollment Guide

INSIDE WILL HELP YOU:

- ☐ Realize why most seniors are overpaying for Medicare
- ☐ Identify the biggest gaps in your Medicare coverage and how to fill them
- ☐ Know exactly step by step how to enroll into Medicare

AND SO MUCH MORE!

Before we dive into the Medicare Enrollment Guide, I'd like to take a moment to introduce myself. My name is Alex, and I work alongside my wife, Erika, in our family-owned business, Four Arrows Insurance. Over the years, we've seen how confusing Medicare can be and how many people are taken advantage of because of it. It shouldn't be like that. Choosing your healthcare coverage is such a huge decision, and no one should feel pressured or misled during the process. That's why Erika and I started this business—to make sure people like you feel supported and confident when making these decisions. Both Erika and I have built our careers around helping others. I'm a military veteran, and my time in service taught me the importance of integrity and putting others first. Erika has a background in human development and family studies and spent years as a therapist, helping people navigate difficult situations. Together, we've always had a heart for service, and we bring that same commitment to our work with Medicare.

If you choose to let us guide you through your Medicare journey, we promise to advocate on your behalf and always have your best interests at heart. With that said, here is the Medicare Enrollment Guide. If you have any questions at all, please don't hesitate to call or text me at **720.456.8007**

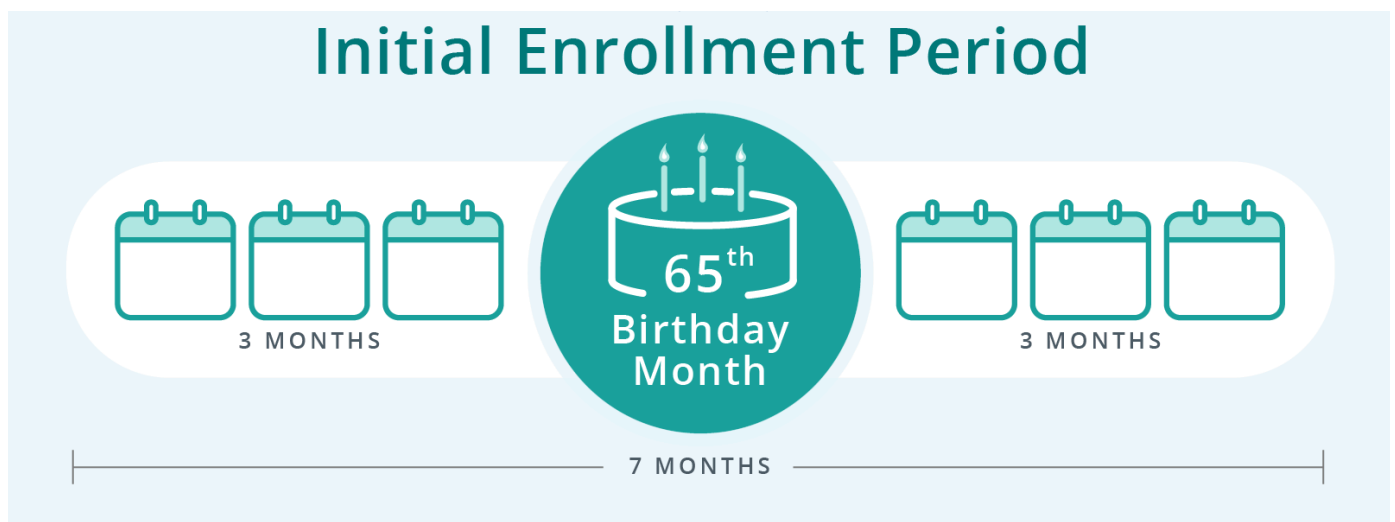
Medicare Enrollment Timeline

It is crucial you follow our Enrollment Timeline so you ensure that you won't incur any late enrollment penalties

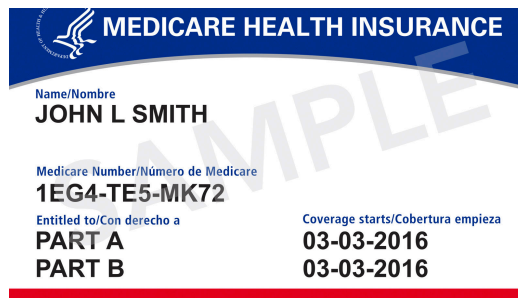
- ☐ 5-6 Months Out - Start researching your options with a **Trusted Professional** and becoming familiar with how Medicare works.
- ☐ 4 Months Out - Begin looking over the specific plans in your area
- ☐ 3 Months Out - Meet with a trusted Medicare Professional in person or over the phone to enroll in the plan you choose
- ☐ 1- 2 Months Out - Check back in with the individual who enrolled you and make sure everything is completed
- ☐ 0 Months Out - Congrats, you made it! Enjoy your retirement knowing you made the right decision.

Medicare Enrollment Guide

If you are turning 65 in the next six months, you are nearing your, "Initial Enrollment Period". Your "Initial Enrollment Period" is the three months before your birth month, your birth month, and the three months after your birth month.



Once you are 3 months out from your 65th birthday, you are able to sign up for Medicare Part A and Part B.



You can do this by:

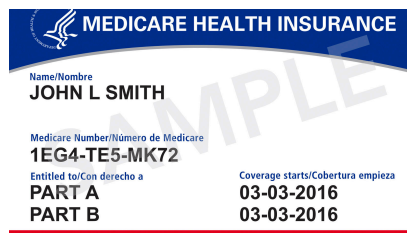
1. Calling Social Security or visiting a Local Social Security Office in person
2. Going to <https://www.ssa.gov/> and creating an account to apply for benefits
3. Calling **Four Arrows Insurance** and we will do it for you! It only takes me about 10 minutes (**720.456.8007**)

After you have applied for Medicare Part A and Part B you will receive your Medicare Health Insurance Card in the mail approximately 3-4 weeks after. Once you receive your Medicare card you will be able to enroll into a plan.

Now that you understand how to enroll into Medicare, it's important to know how Medicare works. Below we will show you exactly how Medicare works in the simplest way possible.

What you initially enroll into with Medicare is:

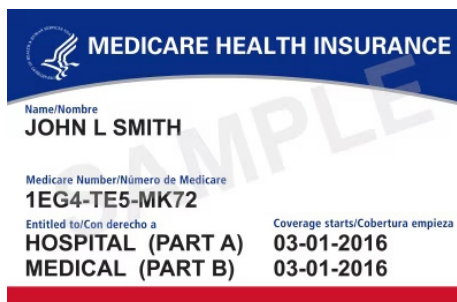
- Part A (Hospital) \$0
- Part B (Medical) \$174.70(Month)



However you could have to pay more for you Part B Premium depending on you income. Medicare always looks back two years from the current year. So if you are getting onto Medicare in 2024, they will look at your 2022 tax return. Once 2025 rolls around, they will look at your 2023 income and so on. Please refer to the chart below to figure up how much you will have to pay for your Medicare Part B.

MEDICARE 2024 PART B PREMIUMS BY INCOME If your filing status and yearly income in 2022 was:			
File Individual Tax Return	File Joint Tax Return	Income-Related Monthly Adjustment Amount	Total Monthly Premium Amount
Less than or equal to \$103,000	Less than or equal to \$206,000	\$0.00	\$174.70
Greater than \$103,000 and less than or equal to \$129,000	Greater than \$206,000 and less than or equal to \$258,000	\$69.90	\$244.60
Greater than \$129,000 and less than or equal to \$161,000	Greater than \$258,000 and less than or equal to \$322,000	\$174.70	\$349.40
Greater than \$161,000 and less than or equal to \$193,000	Greater than \$322,000 and less than or equal to \$386,000	\$279.50	\$454.20
Greater than \$193,000 and less than \$500,000	Greater than \$386,000 and less than \$750,000	\$384.30	\$559.00
Greater than or equal to \$500,000	Greater than or equal to \$750,000	\$419.30	\$594.00

Part A and Part B



This is called "Original Medicare". This is what people are talking about when they say, "Medicare pays 80% and you pay 20%". If an individual only had Medicare Part A and Part B (Original Medicare) they are responsible for 20% of **anything** they get done medical or hospital related.

Example: If you got diagnosed with cancer and had \$1,000,000 worth of chemo/cancer bills, you would be responsible for 20% (\$200,000).

I know this can be alarming, but that's where your options come in to play. Medicare Advantage and Medicare Supplements were created to help make that 20% more affordable for you.

Now let's take a look at your two options. First Medicare Advantage.

Medicare Advantage Plans

Medicare advantage plans take over your original Medicare (Part A and Part B) to add more coverage for you.

Medicare Advantage plans replace the 20% you would be responsible for and instead provide small copays if you receive medical or hospital treatments

These are examples of what you might pay on a Medicare Advantage Plan:

- \$0 - Doctor Visit
- \$35 - Specialist Visit
- \$0 - Lab Services
- \$90 - Emergency Room
- \$295 - Hospital Stay (Days 1-5)
- \$295 - Outpatient Surgery

As you can see, Medicare Advantage Plans are a lot more affordable than paying 20% of all your medical bills. It's also important to note that Advantage Plans are typically Zero-Dollars to have. They also include Extra Benefits such as:

- \$1,500/Year for Dental
- \$200/Year for Glasses
- \$2,000 for Hearing Aids
- \$60/Quarter for Over-the-Counter products

Lastly Medicare Advantage Plans typically also include Prescription Drug Coverage built in at no extra cost to you!



Now lets look at your other option Medicare Supplement

Medicare Supplements

Medicare Supplements are very much the opposite of Medicare Advantage Plans. Medicare Supplements go along side your Medicare Part A and Part B and help pay for the 20% entirely that you are responsible for on Original Medicare.

With Medicare Supplements you will pay a premium ranging from \$100 - \$150 a month, but it pays for all of the 20% that Medicare doesn't pay for. All you are responsible for is a one time a year \$240 deductible (in 2024).

You will not have any copays like you would on Medicare Advantage Plans.

That being said, Medicare Supplements do not have any extra benefits like Dental, Vision, Hearing, or Over-the-Counter. You have to purchase those separately.

Medicare Supplements also don't include drug coverage so you also have to take out a Medicare Prescription Drug Plan for your Prescription Coverage. Typically Prescription Drug Plans range from \$0 - \$15 a month.

I know this is a lot of information all at once, so I would highly suggest that you consider letting me assist you with your Medicare Enrollment. I promise to be professional, experienced, and 100% trustworthy. I will guide you with every step along the way while enrolling into Medicare, from enrolling into Part A and Part B on Social Security's Website to tailoring a plan for your specific needs and budget. But the best part is, it's all **100% FREE to you!** I get paid through the insurance carriers when I enroll you.

But it doesn't stop there. After I enroll you into a plan, you will get my personal cell phone number so that you can call me with ANY questions that you have while being on Medicare. If you get a bill you don't understand or you have questions about your coverage, **YOU CAN CALL ME!** I will also review your plan every year and let you know the exact changes with your specific plan during the Annual Enrollment Period (October 15th - December 7th) when you have to review your plan for the following year.

I'd love to hear from you! Go ahead and give me a call once you've read through this. Let's talk about your specific Medicare situation!

Alexander Tracey
720-456-8007

