

# 5 Secrets to Saving Money and Time during this year's Medicare Open Enrollment Period

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A Special Free Report  
Compliments of

## Medicare Insurance Benefits

*Professional, unbiased advice to help you choose the right Medicare Insurance Plan*

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## **SECRET #1:**

I know – you only have so much time in a day. Why talk to people who really can't help you? When you have to spend time talking with someone about your Medicare health insurance, you want to talk to someone who can discuss coverages, talk about the rates, tell you about doctors that might be in your network or might not be in your network. Well guess what – many times you might get someone on the phone who is NOT a licensed insurance agent – it is against the law for them to discuss coverages, insurance products, deductibles and co-insurance (if any), networks, etc.

So what is the first thing you should do when you either make a phone call, or when you receive a phone call about your Medicare health insurance? **ASK the person if they are a LICENSED AGENT.** If they are not licensed, you are still going to have to talk to someone else. They are wasting your time if they are not licensed.

Secret #1 is important, and is really where you need to start. But keep reading for the next secret that is probably the biggest one of all.....

## **SECRET #2:**

It has been estimated that a majority of seniors pay too much money for a Medicare health insurance policy that is not right for them. Don't make this same mistake!

Why would this happen?

Because they probably bought their Medicare health insurance policy from – you guessed it – someone who can only offer policies from one insurance company.

Most of the time, this is NOT the best available policy for that person. And even if it is, it might not be the best policy for that person the next year...or the year after that.

**DON'T BUY A POLICY FROM SOMEONE WHO CAN ONLY SELL YOU A POLICY FROM ONE INSURANCE COMPANY UNTIL YOU HAVE SPOKEN TO AN INDEPENDENT AGENT WHO REPRESENTS MORE THAN ONE COMPANY.**

Can I make it any clearer.....I don't mean to be SHOUTING, but this is HUGE! It can mean several hundred dollars year after year after year.

There is this one question you absolutely have to ask your advisor to save money, and not just this year, but every year to come.

**“What insurance companies do you represent?”**

If they tell you that they “have a favorite company”, or somehow try to avoid your answer, or even just tell you that they only represent company X, then my advice to you

is to hang up. Or at least tell them politely that you will call them back later when you have more time.

But honestly, you really need to talk to an agent that represents many companies. The reason for this is because every insurance company is different in the way they charge rates. The coverages for the Medicare Supplement “alphabet” policies (ie, Plan F) are required to be identical, but **the RATES ARE NOT and the HEALTH UNDERWRITING IS NOT!** (Underwriting is different unless someone is in a guaranteed issue status.) I can’t even get started talking about all the differences in Medicare Advantage policies – some even include benefits to help with gym or fitness programs.

- For example, some companies give a really good husband and wife discount....some don’t.
- Some companies have great rates for smokers, and some don’t.
- Some companies charge the same rate for everyone in 5 year age bands, and some don’t (this means that a company can charge a 70 year old the same rate as a 74 year old – great if you are 74, not so great if you are 70).
- Insurance companies have different rating territories from one another, so that can affect rates differently.
- Some companies may have better rates for men, and other companies have better rates for women.
- Some companies might have just had a rate increase and some may be getting ready to have one.
- Some companies might have just introduced a new product line and have New lower rates.
- Some companies may be new in the market and are probably wanting to capture market share with new, low rates.

- **This is important** – depending on your health and if you are not in a guaranteed issue window, some companies may issue you a policy, and some companies might not accept your application.

Are you getting the point? IT PAYS TO SHOP – but you really don't want to do all the shopping, so let your independent agent shop for you. Sit back, relax, and let your agent do the work! **Call us at 1 800 376-0824 if you would like us to start shopping for you!**

Here's the bigger issue!!! What happens next year if your company had a few bad claims years, and had to increase their rates dramatically? What would you do? If you're a client with our office, we generally stay out in front of rate increases and are contacting you before you would even know if you had a rate increase.

We do this every year for our clients. We would do this for you as well. Assuming your health is acceptable, we might be able to change you to a different company if the rates get out of line – you don't have to do anything.

Ok, so on to secret #3.....

## **SECRET #3:**

Ok, this may sound simple, but there is only so much time in a day, and an insurance agent that represents many different insurance companies (we just discussed this under Secret #2) can only keep up with a limited number of insurance products. An agent can't be an expert in every type of insurance product.

From 1983 until 1999, I sold individual auto, home, life, health, temporary health, Medicare supplements, business auto, commercial general liability, group health insurance, Long Term Care, Individual disability insurance, aviation insurance, mobile home insurance and motorcycle insurance. I kind of prided myself on being a “generalist”. And that is exactly what I was – a generalist.

There was absolutely NO WAY that I could keep up with the most competitive insurance companies and get the best solutions for my clients in all of those situations. I was going crazy and was not the best agent for my clients. I couldn't read all the latest trade journals for each type of insurance and stay ahead of the competition.

Why am I mentioning this? I personally don't believe an agent can be an expert in Medicare health insurance, annuities, Life insurance, Long Term Care and everything else, while at the same time have a lot of different insurance companies to keep up with, and especially if they are licensed in more than one state. This person is trying to be a “jack of all trades” and will typically gravitate to using one company for each line of business, because that is the easiest thing to do – but probably NOT in your best interest.

So, the bottom line: **Ask your agent what insurance products they sell.** If they start listing off Medicare Supplements, Life Insurance, Annuities, Long Term Care, Dental and Vision Insurance, etc., then they cannot be an expert in each area. Especially during

this Medicare Open Enrollment, you need someone who specializes ONLY in Medicare health insurance.

Our agents FOCUS on one line of business so they can be experts in the products that they represent. Not dealing with an expert will generally cost you money by being sold a policy that is not competitive in the area that you live in.

## **SECRET #4:**

It is critical to make sure you have the best Medicare health insurance policy that is right for you... not for your neighbor, or for your sister, or for anyone else, but the policy that is right for you. There is another question that is critical to ask your advisor or agent to find out if he/she can get the policy best suited for you.

It is simple. Just ask them **“Are you certified to sell Medicare Advantage policies?”** Keep in mind that this Open Enrollment Period from October 15 to December 7 is the primary time that consumers can opt for a Medicare Advantage policy. During any other time of the year, there must be some type of Special Election Period or Guarantee Issue Period in order to purchase this type of policy.

I don't want to get too detailed about that at this time.

The main thing to know is can your agent offer you a Medicare Supplement policy (that coordinates with Original Medicare) or a Medicare Advantage policy, **DEPENDING ON WHICH ONE IS BEST FOR YOU?** The coverages are very different, the deductibles and coinsurance's are very different, the provider networks are very different, and the territories where there are network providers are very different. The policy that is right for your spouse or best friend might not be the best one for you.

That is why it is critical that your agent or advisor be able to talk with you about your individual situation and they are required by law to offer you the one that is best suited for you.

## **SECRET #5 :**

Lastly, but still important, is that many people overlook the one area where seniors spend a lot of money – Prescription Drugs. As a matter of fact, this might be the second question you should ask your agent or advisor: **“Can you help me find the best Prescription Drug Plan for me based on my medications?”**

If they try to weasel around helping you, then this tells you that they might not be the best person to talk to. This does take time for agents, and they don't make very much money selling Prescription Drug Plans – they might not even make anything – but if they are looking out for your best interest, then they should have a process to help you find the best Drug Card for you depending on YOUR medications. We have a special website you can go to and enter your prescriptions, and we will shop ALL the stand alone Prescription Drug plans in your state. We will then recommend the one plan that is best for you based on your overall annual out of pocket costs:

[www.MedicarePartDNow.com](http://www.MedicarePartDNow.com)

**Thank you** so much for checking out this report. **I really hope it will help you this year during the Medicare Open Enrollment.**

**If you would like a competitive rate this year** during the Open Enrollment, and wish to talk with an unbiased, professional, friendly, no-pressure:

1. licensed agent, who:



2. represents almost all of the top competitive, financially stable, and well recognized insurance companies in your state
3. only focuses on Medicare Health Insurance plans
4. can offer Medicare Supplements AND Medicare Advantage policies
5. and can help with your Prescription Drug Plans,

then **check out our website** at [www.MedicareInsuranceBenefits.com](http://www.MedicareInsuranceBenefits.com), or email us at [support@medicareinsurancebenefits.com](mailto:support@medicareinsurancebenefits.com). You may also **call us at 1 800 376-0824** or go to [www.MedicareInsuranceBenefits.com/AEP-call-request.html](http://www.MedicareInsuranceBenefits.com/AEP-call-request.html) You can also Like Us on **Facebook** or follow us on **Twitter!**

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**PS. Start Saving Money Now - Contact us today at 1 800 376-0824** so we can answer your Open Enrollment questions and get you a competitive quote.

We do this by letting insurance companies compete for your business – “When Insurance Companies Compete, You Save Money!®”