



Catholic Diocese  
of Cleveland



InsureOne Benefits™

An OSWald Company

# Health Insurance Crossroads: Should I Enroll in Medicare or Stay on the Health Plan at Work?

Wednesday, November 18  
6:30 pm

**Stan Sieniawski**  
President, InsureOne Benefits  
Practice Leader  
Oswald Companies

**John Kertis**  
Vice President  
Director of Group Benefits Support  
Oswald Companies

# About Us



- Stan is a 40-year veteran of the insurance industry
- Since its founding 2001, InsureOne Benefits has helped over 60,000 individuals, families and Medicare beneficiaries find personal health insurance policies to meet their needs
- In 2019, InsureOne benefits joined the Oswald Companies
- Oswald is Cleveland-based, employee-owned and one of the nation's largest independent insurance brokerage and risk management firms



**Stan Sieniawski**



**Nicki Miklos**



**Matt Miklos**

# Medicare...your health insurance option

- Medicare is the federal program that provides health insurance for millions of Americans who are age 65 and older (or qualifying disability, ESRD or ALS).
- Growing Number of people continuing to work beyond age 65.
- As a result, many are considering using Medicare as their primary employee health insurance based on:
  - ✓ Personal and health care needs
  - ✓ Lower or comparable monthly premium
  - ✓ Access to network of doctors and hospitals
  - ✓ Low or no deductibles
  - ✓ Increased benefits and service



# Medicare Has Four Different Parts

Part A and Part B  
are referred  
to as  
***Original Medicare***

**PART A**  
*Hospital Insurance*



**PART B**  
*Medical Insurance*



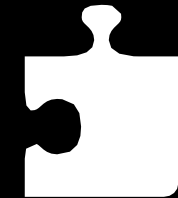
**PART D**  
*Prescription Drugs*

Offered by private insurance  
companies



**Part C**  
***Advantage Plan***

Combines Medicare Part A Part B  
Part D into one plan offered by  
private insurance companies



# **BREAKING**

# **NEWS**

***November 6, 2020***

***Centers for Medicare & Medicaid Services (CMS)***

## **2021 monthly Medicare Parts A and B premiums, deductibles, and coinsurance amounts just announced**

- **Medicare Part B - Standard monthly premium: \$148.50**
- **Medicare Part B - Annual deductible: \$203.00**
- **Medicare Part A - Inpatient deductible: \$1,484.00**

About 99 percent of Medicare beneficiaries do not pay a Part A premium since they have at least 40 quarters of Medicare-covered employment.

# Medicare Coverage Choices

**STEP  
1**

**Enroll in Original Medicare**

**STEP  
2**

**Decide between additional coverage options**

## Original Medicare

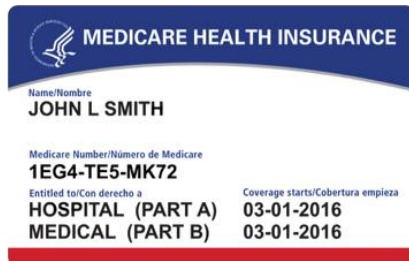
Provided by the federal government

**PART  
A** 

Helps pay for hospital stays and inpatient care

**PART  
B** 

Helps pay for doctor visits and outpatient care



**OPTION 1**

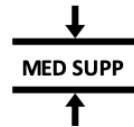
OR

**OPTION 2**

Add one or both of the following to Original Medicare

Choose a Medicare Advantage Plan

**Medicare Supplement Insurance Plan**  
Offered by private companies



Helps pay some of the out-of-pocket costs that come with Original Medicare

**Medicare Part D Plan**  
Offered by private companies

**PART  
D** 

Helps pay for prescription drugs

**Medicare Advantage Plan**  
Offered by private companies

**PART  
C** 

Combines Part A (hospital insurance) and Part B (medical insurance) in one plan

**PART  
D** 

Usually includes prescription drug coverage



May offer additional benefits not provided by Original Medicare

# Medicare Tips

## Make note of the doctors you visit and hospital systems you use

- Not all providers participate in all plans. If you have specific ones that you need to use or prefer, make sure that they participate in the plans you're considering.

## Identify any medications you take

- Copays and costs vary between plans – you'll want to get a plan that covers all your medications at the lowest cost.



# Medicare Tips

## Get objective, unbiased advice

- Work with the personal and professional Medicare Advisors at Oswald who can offer many, different Medicare plans.

## You won't be pressured to make a quick decision because we work for you

- Make decisions based on your timetable and, of course, by the end of the Annual Enrollment Period.



# Comparing Medicare to an Employer Plan

Many employees over 65 enroll in their employer plan. However, it may not be the best, most cost-effective option. *Why?*

Employers require an employee to pay a monthly contribution to be part of the employer health insurance plan that have:

- Increasing deductible amounts
- Higher copays
- Maximum out of pocket that must be met before coverage pays 100% of claims

**Medicare plans offer:**

- Low or zero premium plans
- A variety of copays with low or reasonable out of pocket limits
- Broad network access
- ***Additional benefits like prescription drug, dental, vision, hearing...at no additional cost!***

# Medical Mutual PPO Plan: Catholic Diocese of Cleveland

2020/2021	MMO PPO	Sample MA Plan
Employee Contribution Single (Monthly)		
0 incentives	\$175.00	\$148.50
1 incentive	\$160.00	
2 incentives	\$145.00	
Annual Deductible		
Single	\$1,250	\$0
Annual Out-of-Pocket Maximum		
Single	\$3,250	\$4,000 average
Co-insurance Percentage		
In-network	80%	N/A

## What Stands Out?

- The employee contribution amount for single coverage is very similar to the Medicare Plan B premium.
- Annual Out-of-Pocket- Maximum of the Medical Mutual PPO plan is comparable to the Medicare Advantage plan on average.

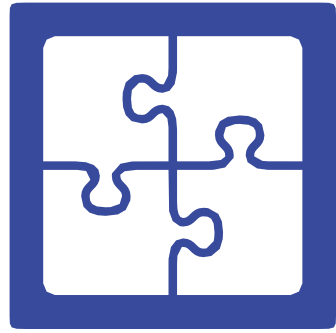
# PART C

Combines:

**Part A** (Hospital);

**Part B** (Medical); *and*

**Part D** (Rx Drugs)



- Must be enrolled in both Medicare Part A and Part B
- Variety of plans are offered by private insurance companies
- Zero or low monthly plan premium
- Required to use certain provider and pharmacy networks
- Annual limit on out-of-pocket costs for covered services
- Include Rx and additional benefits and services
- Continue to pay Medicare Part B premium



# Employer Plan to Medicare: *Making the Switch*

- **You don't have to wait until Open Enrollment to make the switch**
  - You can move to Medicare from your employer plan at anytime during the year without being penalized
  - This is considered a ***Qualifying Event***
- **It's not something to “try out”**
  - It should be viewed as a final decision
  - You won't be able to switch to Medicare, then enroll back in your employer plan the next enrollment period



# Let InsureOne Benefits Help *YOU*

**Get personal, objective, unbiased advice and information on your Medicare options.**

We will take the time to discuss your specific needs, answer your questions and help you decide whether the employer plan or Medicare is a better option.



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**CALL US:**

**(833) 864-0578**

**VISIT US VIRTUALLY:**

**[InsureOneBenefits.com](https://www.insureonebenefits.com)**

*InsureOne Benefits has helped thousands of folks find the health insurance that fits them best.*

# We Have Time for a Few Questions

More Medicare information is available online:

[www.MyDOCBenefits.com/Medicare](http://www.MyDOCBenefits.com/Medicare)



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# Thanks for Listening



Catholic Diocese  
of Cleveland

Information about *all the benefit programs*  
offered by the Catholic Diocese of Cleveland  
is available online at  
[www.MyDOCBenefits.com](http://www.MyDOCBenefits.com)