



MEDICARE

Simplified



Medicare basics, money-saving tips & best approaches to amplify your healthcare

Navigating Medicare with Confidence:
Find out which Path Suits You Best



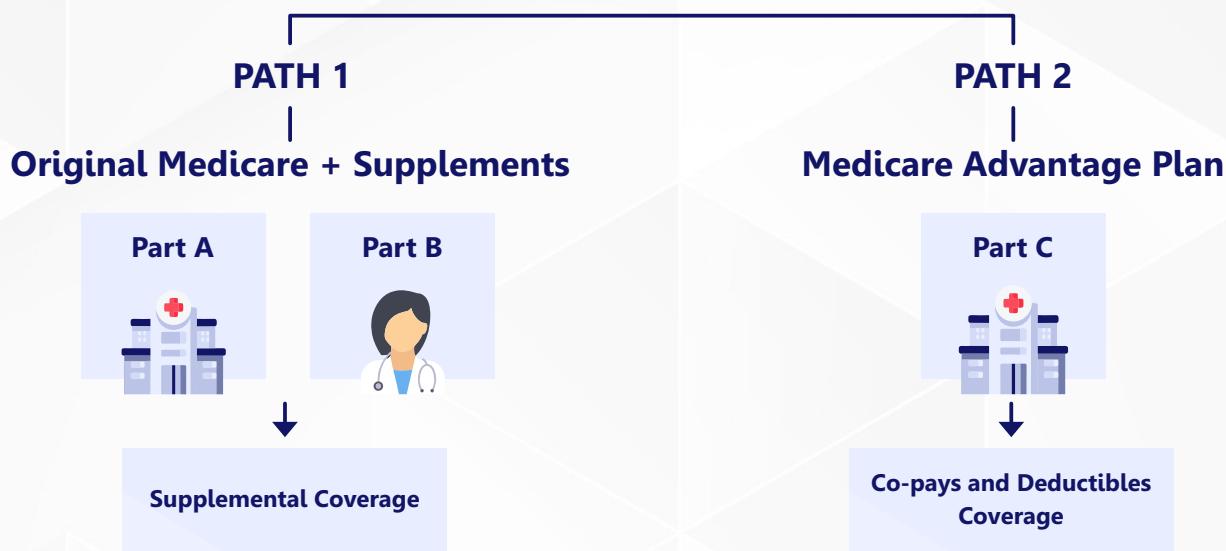
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Welcome!

If you're feeling a little overwhelmed by Medicare, you're not alone—and you're in the right place.

This guide is designed to simplify the process, cut through the jargon, and help you feel confident in your Medicare choices. We'll walk you through the two main paths available:



Each path has its own perks, trade-offs, and ideal fit depending on your lifestyle, budget, and how you like to manage your healthcare.

We'll keep things visual, light on the lingo, and packed with real-life examples—so you can pick the plan that works for you.

Let's dive in.

Enrolling in Medicare

Who qualifies for Medicare?

- ◆ Generally, those who paid Medicare tax for 40 quarters (10 years) or a current/former spouse who paid in will be able to enroll at age 65.
- ◆ Someone on full disability for 24 months or End Stage Renal Disease may also qualify.

Initial Enrollment Period (IEP)

- ◆ This period lasts 7 months as displayed below:



- ◆ During this 7-month period, you are guaranteed to be accepted on any Medicare plans you choose regardless of health
- ◆ Your Medicare Parts A & B will be effective the 1st of your birthday month. There is one exception to this rule: if your birthday is on the 1st, you get a bonus month and will be effective the first of the prior month!

Path 1

Original Medicare

Original Medicare + Supplement

Part A

Hospital stays
Skilled nursing
Hospice
Limited home care



Part B

Doctor visits
Outpatient care
Preventive services



Should you add a Medicare Supplement?

Original Medicare doesn't cover everything. That's where Medicare Supplement (also known as MediGap) fills the gaps, covering costs like co-pays and deductibles.

In this category, you've got two options:

Medicare Supplements

The two most frequently used Medicare Supplements are:

Plan G ► Set it and Forget it

- Higher monthly premium
- No co-pays or surprise bills

Great for those with frequent care needs

Example:

Sarah sees multiple specialists. She likes knowing everything's covered upfront—no guesswork.

Plan N ► Small Co-pays

- Lower monthly premium
- Small co-pays for doctor visits & ER

Ideal if you're generally healthy

Example:

Mike rarely goes to the doctor. He prefers saving monthly and doesn't mind the occasional co-pay.

Oops! Don't Forget **Part D** (Prescription Drug Coverage)

Part D ► Prescription Drug Coverage

- This is not included in medicare supplement and must be enrolled for separately.
- If you do not enroll on time, penalties are steep—1% increase in monthly premium for every month you do not enroll.

A bit confused? Let's summarize so you can understand better.

Summary — Why People Choose Original Medicare with a Supplement

◆ **Predictable Costs**

One monthly premium - set it and forget it.

◆ **Freedom to Choose Providers**

Go anywhere Medicare is accepted.

◆ **Medicare Approves All Claims**

Your supplement handles the rest.

◆ **Nationwide Access**

No referrals, no networks, no hassle.

Up next ➤ **Path 2**
Medicare Advantage

Path 2

Medicare Advantage

Medicare Advantage Plans (Part C)

Medicare Advantage replaces Original Medicare by bundling:

- Part A (Hospital Coverage)
- Part B (Medical Coverage)
- Often Part D (Prescription Drugs Coverage)

...into one all-in-one plan.

How You Pay

- \$0 Monthly Premium (in most cases)
- Pay-as-you-go: You pay co-pays and deductibles when you use services
- Out-of-Pocket Maximum: There's a yearly cap to protect you from big bills that varies from plan to plan.

Built-in Drug Coverage

Most plans include **Part D**, so there's no need to buy it separately—and **no risk of late penalties**.

Types of Medicare Advantage Plans:

HMO

Health Maintenance Organization

- Lower costs and simpler structure
- Must use a smaller network
- Referrals are required to see specialists

Example:

Jane lives in a city with great local care. She's fine getting referrals and enjoys lower costs. HMO is perfect for her.

PPO

Preferred Provider Organization

- Bigger network and no referrals needed
- More flexibility, but usually higher co-pays

Example:

John travels often and wants to choose any doctor. He's okay with slightly higher costs for more freedom. PPO suits him best.

HMO vs PPO: Quick Trade-Off

	HMO	PPO
Cost	Lower	Higher
Specialist Access	Referral Needed	No referral needed
Primary Approval	Primary Physician must approve all procedures	No primary approval required
Network Size	Local/in-network only	Wider network
Flexibility	Less	More

Summary — Why People choose Medicare Advantage

◆ Cost-Efficient

\$0 premiums and capped out-of-pocket costs

◆ All-in-One Simplicity

Medical + Drug + Extras in one plan

◆ Extras You Might Love

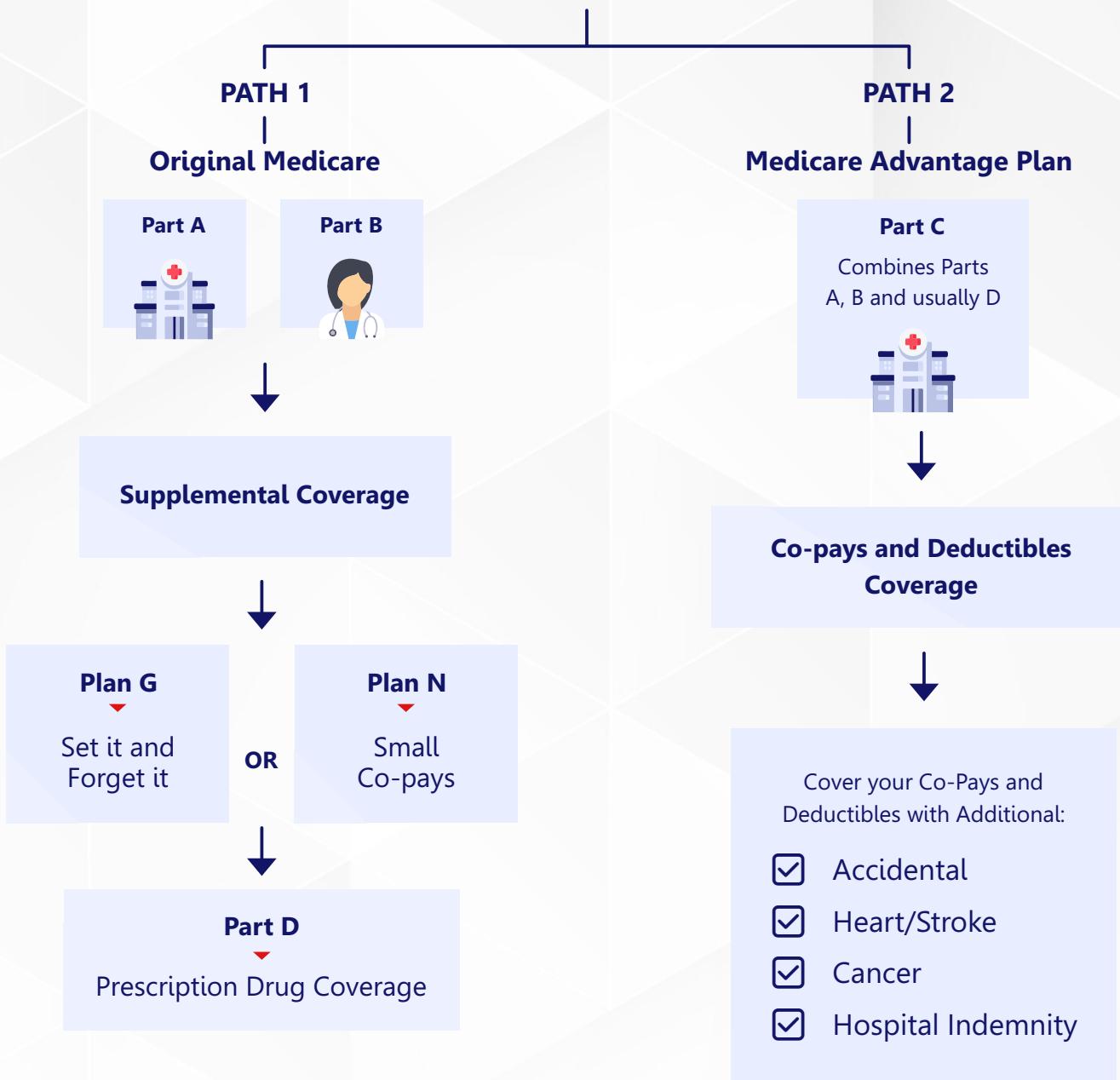
Many plans include:

-  Dental
-  Vision
-  Hearing
-  Gym memberships
-  Grocery or over-the-counter cards

Your Medicare Options At A Glance



Decide how you want to get your coverage



*Visit Pages 14 & 15 to learn more.

How to Decide

Your Personalized Checklist

Consider these questions to help guide your choice:

For Original Medicare with Supplement:

- ◆ Do you appreciate predictable, fixed monthly costs and the freedom to visit any provider?
- ◆ Do you travel frequently or routinely?
- ◆ Are you okay with managing multiple components (Original Medicare, your Medicare Supplement, and a separate Part D)?

For Medicare Advantage:

- ◆ Would you rather have an all-in-one plan with no monthly premium and integrated drug coverage?
- ◆ Do you feel comfortable paying co-pays at the time of service instead of a monthly fee?
- ◆ Are you more inclined toward the lower overall costs of an HMO or the provider freedom of a PPO?
- ◆ Do you have a physician you absolutely have to keep and are you aware of what plans they accept?

Bonus #1

How to Avoid Common Medicare Scams & Protect Yourself

Unfortunately, scams targeting Medicare beneficiaries are on the rise. But the good news? A little awareness goes a long way. Here's how to stay protected:

Common Scams to Watch Out For:

- ◆ Fake Calls pretending to be from Medicare or Social Security asking for personal info.
- ◆ "Free" Medical Equipment offers that ask for your Medicare number.
- ◆ False Plan Offers that sound too good to be true — because they usually are.

Simple Ways to Protect Yourself:

- ◆ Don't share your Medicare number or Social Security Number with anyone except trusted doctors or official agents.
- ◆ Hang up on unsolicited calls claiming to be from Medicare.
- ◆ Check your Medicare statements regularly for unknown charges. Medicare will never call or visit to sell you anything.



Pro Tip: If something feels off, it probably is. When in doubt, call 1-800-272-0093.

Bonus #2

Long-Term Care — What Medicare Doesn't Cover

When it comes to Long-Term Care, after a hospital stay, Medicare only covers Post-Hospital Care that falls under Skilled Nursing. This includes services like:

- ◆ Administering of drugs
- ◆ Changing bandages
- ◆ Physical therapy.

However, it doesn't cover dressing, bathing, cooking, transferring, etc.

Protect Your Nest Egg

If you ever need Home Healthcare, Assisted Living, or a Nursing Home, don't put yourself in a position where you have to spend down your own assets to pay for it. Let us show you how to fund this without losing all of your hard earned nest egg.

There are modern hybrid options available today that can help cover the extra costs of care — without the heavy financial burden.



70% of people over age 65 will eventually need some form of long-term care. Make sure you're prepared.

Bonus #3

Veterans & Working Individuals — How Medicare Fits In

Thank you for Your Service

Thank you for Your Service

Thank you for Your Service

Thank you for Yo

For those who use the VA as their primary healthcare provider, enrolling in a Medicare Advantage plan can be a smart financial and health decision.

Veterans—How Medicare Can Work for You

- ◆ These plans can put money back in your pocket each month
- ◆ You'll gain a backup option for care in case of emergencies or if a second opinion is needed
- ◆ Otherwise? Set it and forget it — but it'll be there if you need it.

Still Working? Should You Enroll in Medicare?

If you're still working and getting full health coverage through your job, the right choice depends on your unique situation.

Sometimes, your employer coverage is the better option. Other times, Medicare may offer lower costs or better benefits



It's important to compare all aspects of your current benefits with what Medicare can provide. This includes costs, coverage, and provider access—to make the best decision for your needs.

Bonus #4

Minimize Out-of-Pocket Expenses—Cover the Gaps

Even with Medicare, there are still GAPS in coverage that can leave you exposed to surprise bills. Let us show you how to fill those gaps with affordable Wrap-Around Plans that provide protection where Medicare stops.

Hospital Indemnity

Covers daily hospital co-pays so that an unexpected hospital stay doesn't become a financial burden. You'll be reimbursed for every day you're admitted.

Cancer Policies

A cancer diagnosis can cost \$10,000 or more out-of-pocket. These plans give you freedom and flexibility to:

- Get a second opinion
- Travel out of state for the best doctor
- Access the latest treatments that Medicare hasn't approved yet
- Cover the cost of expensive prescriptions

Heart Attack & Stroke Plans

These events often involve high prescription costs and specialists outside your network. Wrap-around coverage gives you access to what you need when every second matters.

Dental / Vision / Hearing

Most Medicare plans offer limited or no coverage for:

- Dental cleanings or major dental work
- Eye exams, glasses, or contacts
- Hearing checks and hearing aids

Wrap-Around Plans can fill these gaps so you're not paying out of pocket for routine care.

Final Expenses

Social Security only provides \$255 — not nearly enough. Planning ahead can help cover:

- Funeral or cremation services
- Caskets, flowers, plots, and more
- Family travel, hotels, meals, and time off work



Want to see how it works? Ask us for the **Gaps in Coverage** handout we use with clients. We'll walk you through every option.



Need a hand along the way?

Our friendly team is always here to help. Whether you've got questions or want a one-on-one consultation, we're just a call away.



asbfinancial.com/contact-us



1-800-272-0093



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About ASB Financial

ASB Financial is a leading provider of comprehensive financial, Medicare and retirement planning services. We have an experienced team of licensed professionals dedicated to building lasting relationships and ensuring your peace of mind through tailored solutions that protect your family, legacy, and hard-earned assets.



OUR MISSION

To leave our clients' home better off than when we got there.

Disclaimer

ASB Financial currently represents over 20 Medicare organizations which offer hundreds of products in your area. You can always contact medicare.gov, 1-800-medicare or your local State Health Insurance Program for help with plan choices.