

# Summer/Fall Newsletter 2014



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## Independent Agent

Life Insurance

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Annuities

Long-Term Care

Dental, Cancer, Critical Illness



## News You Can Use!

Can you believe it? Over halfway thru 2014!!!

Summer is winding down and Fall is right around the corner! Memorial Day and July 4th have long passed, and Labor Day is coming fast! We're so blessed to have so many freedoms for which so many paid the ultimate sacrifice! Thank you Veterans!

### When can I change my plan? **SOON!!**

Well it won't be long before The Annual Election Period (AEP) aka Open Enrollment will be here! Here are some key dates.

**September 2014:** Your Insurance plan will mail you their "Notice of Changes" for 2015

**October 1-14:** I will hold Seminars to review the changes

**October 15 – December 7:** I will have Seminars and appointments if you want to change plans

Now with the Medicare plans, "if you like your plan, you can keep your plan" (heard those words before?), most plans will roll over automatically for 2015, unless the Plan sends you a notice it is ending. That will then give you some additional options. If you receive a notice stating your plan is ending, please be sure to call me!

I will be sending out letters in September-October to let you know the dates, times and locations of my seminars. And I will also have those listed on my answering machine and website.

It has been said the only certainties in life are death and taxes. Well add to that "changes in the Medicare Plans"! Don't be surprised to see increases in Premiums and Copays in Plans as Insurance Companies adjust to the reductions in payments they receive from Medicare due to the Affordable Care Act (ACA) and increasing costs of health care.



BlueCross BlueShield  
of North Carolina

## NEWS FROM BCBS

### New Explanation of Benefits

Blue Cross Blue Shield of NC has started mailing Medicare Advantage Members a Monthly Explanation of Benefits (EOB).

This report will show charges for the current month and Year to Date Totals.

**IT IS NOT A BILL!** And don't panic if you see DENIED Charges! This could be because the Doctor sent a claim twice by mistake.

If a claim has been denied, you will receive a Letter of Denial from Blue Cross which will state the reason it was denied.

Again, please don't panic: Denials are usually due to the Provider submitting claims with incorrect codes. And they are usually corrected before you receive a bill.

If you do receive a bill that you are uncertain about, call BCBS the Customer Service number on the back of your ID Card, or call me.

The EOB Report lists the following: **Provider Name, Date of Service, Amount the Provider billed, Total Cost** (amount the Plan approved, which is the Medicare Allowable), the **Plan's Share**, and **Your Share**. It also shows DENIED totals. As mentioned above, you will receive a separate letter if a claim has in fact been denied.

### SAVE THOSE REPORTS!!

Each month you should receive a report from your Plan showing your Part D Prescription Drug purchases. These reports contain valuable information about your Copay, the Cost and the Tier of each drug. This can be very helpful if we need to review your meds to determine which Plan is best for you. So SAVE the last 3 or 4 months!! Stay tuned for more information about the 2015 changes!

### THE AFFORDABLE CARE ACT (A.C.A.) AKA "OBAMA-CARE" – WHAT YOU NEED TO KNOW

The Open Enrollment for ACA plans is also October 15 thru December 7th. Just like Medicare, this is the only time of year you can sign up or change plans.

If you are not yet on Medicare or Medicaid, then the ACA law **requires** you to have Major Medical Insurance, unless you are covered by a Group/Employer plan. If you do not enroll in a qualified ACA plan by **December 7, 2014**, then the Government will impose a penalty and you will not be able obtain coverage until January 1, 2016. The Penalty for 2015 is \$325 or 2% of Adjusted Gross Income, whichever is greater!

So Medicare Beneficiaries, relax!! The rest of you, call me for more information.

### COUNCIL ON AGING'S NEW NAME

The Rockingham County Council on Aging has a new name! Aging, Disability & Transit Services. The phone number is **336-349-2343**. The website is **www.adtsrc.com**

## HOW DO I QUALIFY FOR EXTRA HELP ON PRESCRIPTIONS?

To apply, call Social Security at **1-800-772-1213** (Reidsville Office is **1-866-748-2091**). Or you can also call SHIIP, the NC Seniors' Health Insurance Information Program at **1-800-443-9354**.

There are Income and Resource eligibility requirements, as which changed for 2014:

- Income:** Individual - \$1,458.75 per month  
Married Couple - \$1,966.25 per month
- Assets:** Individual- \$13, 440  
Married Couple - \$26,860

If you believe you are close to these amounts, I urge you to contact Social Security.

## THANK YOU FOR YOUR REFERRALS

I want to thank so many of you for referring me to your friends and family! That is one of the best ways to help me, by helping others who need help understanding Medicare, or Health Insurance, or Life Insurance, or just Insurance!! THANK YOU!!

## EDEN YMCA SENIOR HEALTH FAIR

The Eden YMCA will be hosting a Seniors Health Fair Wednesday morning, September 17. Mark your calendars!

## IMPORTANT NUMBERS

NC SHIIP: 1-800-443-9354

Medicare: 1-800-medicare (800-633-4227)

Social Security Admin:

Reidsville: 1-866-748-2091

National: 1-800-772-1213

Do Not Call Registry: 1-888-382-1222

## KNOCK KNOCK!

*Who's there? Beware!*

It is a major violation of Medicare regulations for an Agent to knock on your door and attempt to sell you a Medicare Advantage or Prescription Drug Plan without your prior consent! And it is also a major violation for an Agent to "cold call" you without your prior consent! This often begins with a caller stating they are with Medicare and a representative will be in your area and would like to stop by sure you are getting all your benefits.

Medicare does not make those calls and certainly does not make "house calls"! This is an Agent violating Medicare regulations and attempting to sell you a different plan. It is also a violation for an Agent to make an appointment for Life Insurance and then switch to a Medicare Advantage or Prescription plan. Medicare strictly forbids the cross selling of different insurance products.

So beware of unsolicited phone calls or knocks on the door! If you think an Agent has done this, contact the Department of Insurance or local SHIIP office (**1-800-443-9354**).



## SHINGLES VACCINE NEED TO KNOW



The Shingles Shot is only covered under your Part D benefit, so you must get a prescription from your doctor and purchase it from the pharmacy. Copays can range from \$30 to \$95 depending on the Plan. If your doctor dispenses the vaccine and gives you the shot, your cost could be up to \$200 or more! So be sure to get the prescription!



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## FINANCIAL PROTECTION PRODUCTS

**Life Insurance:** I represent several companies offering very competitive prices.

<b>FEMALE</b>	<b>\$5,000</b>	<b>\$10,000</b>
<b>AGE 50</b>	\$11.60/mth	\$20.59/mth
<b>AGE 60</b>	\$17.48/mth	\$32.87/mth
<b>AGE 70</b>	\$27.39/mth	\$52.17/mth

<b>MALE</b>	<b>\$5,000</b>	<b>\$10,000</b>
<b>AGE 50</b>	\$13.58/mth	\$24.66/mth
<b>AGE 60</b>	\$21.27/mth	\$39.95/mth
<b>AGE 70</b>	\$35.54/mth	\$68.48/mth

**Call me to get a quote specific to your age and needs! 336-286-9816**

## MEDICARE SUPPLEMENT PLAN G

*Monthly Rates*

<b>FEMALE</b>	<b>PLAN G</b>	<b>PLAN F</b>
<b>AGE 65</b>	<b>\$87</b>	<b>\$120</b>
<b>AGE 70</b>	<b>\$96</b>	<b>\$132</b>

<b>MALE</b>	<b>PLAN G</b>	<b>PLAN F</b>
<b>AGE 65</b>	<b>\$99</b>	<b>\$136</b>
<b>AGE 70</b>	<b>\$108</b>	<b>\$149</b>

Rates are for NC as of 9/1/2014, and are before any discounts. Plan G covers same as Plan F except for the Part B Deductible, which is \$147 for 2014.