

The Senior Store

Your place for Health, Financial and Legal needs

Fall 2016

Opening Day

If you are receiving this newsletter, you are a valued client of THE SENIOR STORE. We wanted to take this opportunity to thank you for entrusting us with your health insurance decisions. Because of that trust, our agency has grown by leaps and bounds! We never imagined that by helping our own parents with their Medicare needs, that we would have grown a business that is both personally rewarding and sustainable. This would not have been possible without our loyal clientele.

So, the purpose of this newsletter is to help you be well equipped in navigating the turbulent waters which makes up our Medicare system. Each year brings more changes, which forces you to address the onslaught of mail, advertising and gossip about the future plans and programs of Medicare. Our goal is to streamline that process for you by getting out ahead of it and doing our homework. That being said, the upcoming Medicare season may be an interesting one, but don't worry, we've got this covered!

Just so you know...

With Medicare there are many rules and regulations, the biggest ones being:

What I can do? When can I do it? How can I get it done?



Initial Election Period – Believe it or not, you don't call Medicare to enroll, you call Social Security. This will determine your eligibility for Parts A and B which is Original Medicare. You will have three months before, the month of, and three months after your eligibility to make the choice in your coverage.

Annual Election Period or Open Enrollment – This occurs annually from October 15 to December 7 each year, and allows you to make your coverage choices.

Special Election Period – This is open to people who move, have State Assistance (PAAD, Sr. Gold), are losing employer coverage and would like to make a change. This is a one-time opportunity to change plans. People on LIS, Extra Help and Medicaid are allowed to change any month if they chose.

General Election Period – While not widely known, this is from January 1 to March 31, for people who did not pick up Part B when it was available to them. This allows them to select coverage which will start July 1st.

Disenrollment Period – This occurs from January 1 to February 14 where people can drop a Medicare plan and go back to Original Medicare and pick up Part D. The easy way to remember this is that on Valentine's Day, February 14 - you have lost your love for this plan.

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Can I get



The State of New Jersey and the Federal Government offer various plans for people on Medicare to get help. There are a number of plans available, but we will only mention the programs that deal with Medicare.

Understand that each program has its own rules regarding ASSETS and INCOME limitations, and this process will need to be done individually by your Senior Store professional. We will take into account your whole financial picture.

- ◆ **Senior Gold** – The income limitation for this State program is between \$26,575 to \$36,575 for a single person and \$32,582 to \$42,582 for a married couple.
- ◆ **PAAD** – The income limitation for this State program is \$26,575 or less for single and \$32,582 or less for a married couple.
- ◆ **SLMB** - The income limitation for this State program is \$16,038 for a single person and for a married couple it is \$21,627. The Asset limitation for a single person is \$7,280 and for a married couple the limit is \$10,930.
- ◆ **LIS/EXTRA HELP** – This is a Federal program; the income limitation for this program is \$16,278 for a single, \$21,867 for married. Assets need to be less than \$13,640 for single and \$27,250 for married.
- ◆ **MEDICAID** – This is a State program with limitations on Assets and Income. The income limitation is \$990.00 per month and \$2,000.00 in Assets for an individual.

Medicare Medicaid

Medicare is an insurance program regulated by the Federal Government that allow people to have coverage for services such as hospitals, rehab, surgery, ER, labs, diagnostics, etc. There is a list of services which are covered under this program and it is very comprehensive. However, DENTAL, HEARING, VISION AND FITNESS are NOT part of the Original Medicare program. Neither are NURSING HOMES, ASSISTED LIVING, or NURSES AIDES.

Medicaid is a State program designed for those of low income. This program covers medical services at virtually no charge and does include Dental, Vision, Transportation, Custodial Care (Nursing homes, aides, etc.). The Medicaid rules for those on Medicare can be tricky! But once again, THE SENIOR STORE is an invaluable resource for you to get the information you need and pointed in the right direction.



Everybody hates change...but change does not have to be BAD, it is just different! Usually, we try to change things to make things better! That is the goal of our agents at THE SENIOR STORE! We want you to understand the choices you have from year-to-year and the knowledge to make quality decisions for YOUR situation. Each person has their own unique financial, health and emotional reasons for making their coverage choices, and all of these should to be taken into consideration. Just because some-

thing is working for your next door neighbor, or your brother-in-law in Arizona, does not mean it will be right for you! With that being said, please question the choices you have, so that you are comfortable with the decision you make.

We have your back!

Each fall you will receive a plan a booklet from Medicare called, THE ANNUAL NOTICE OF CHANGE LETTER. This is to let you know that ...you guessed it... something has changed. However, you also receive about 50 other advertisements in the mail, so needless to say, things get lost in the shuffle! We at THE SENIOR STORE start about June 1 to do our research (which is basically an ear to the ground in the insurance world) and find out what you will be dealing with in the fall. We then start the certification (education and testing) process and because we are INDEPENDENT AGENTS and are contracted with MANY companies. This process can go on for the better part of the summer. In the meantime, insurance carriers are solidifying and finalizing their plans for the fall. So we believe that gathering and communicating all the information to you is the primary job of a conscientious agent. If you are calling the 800 number of an insurance company, or responding to an ad on TV, they will just try to sell you their own brand, and you will never have personalized service for your questions. When you are a client of THE SENIOR STORE, you will have a caring, knowledgeable and friendly advocate for all your healthcare plan needs. So, if you are wondering if there is a plan out there that we don't know about..... rest assured, there is NOT.



What I like about you!

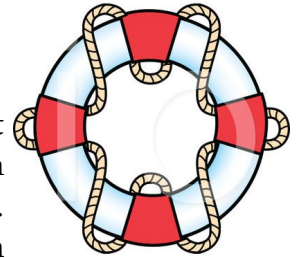
One client wrote us... "Thank you for your time, effort and expertise navigating the healthcare maze for me and applying for coverage. I appreciate your commitment to providing this service to others."

Another client... "Thanks for jumping in and saving me when I felt I was drowning. You are the best!"

And another... "Thank you so much for being such a great help in our evaluation of healthcare insurance. Your knowledge, patience and objectivity was greatly appreciated."

Lastly... "So many times in our lives we meet a person who is so sincere in truly helping people. You overextended yourself and I wanted let you know you helped me out financially so that my life could improve."

Lifeguard on Duty!



Servicing and assisting our clients is one of the pleasures of the job; knowing that we can solve some problems quickly and easily when others would find them difficult and stressful. And thanks to you, we have grown by leaps and bounds. This newsletter is one tool we are implementing so that you have the information you need at your fingertips. Another solution is our **first response** system, so that when you call THE SENIOR STORE there is often someone answering the phone that can actually assist you. So please mention your agent by name, but feel free to get your answers from the person on the phone. Many times you will find that you receive a speedy response to something that was worrying you. At The Senior Store we are ONE TEAM OF AGENTS. Listed below is our Senior Store Family:

AGENT	PHONE #
Patricia MacAdams	856-371-0306
Melissa Dykstra	856-313-9657
Nancy Hering	609-685-6440
Kay Mills	856-358-9005
Andrea Hering	609-230-0772
Steve MacAdams	856-217-1723
Lisa Barksdale	609-412-2663
John Donch	856-905-6540
Mark Peteani	609-605-1967
Mike Wood	856-906-5894
Joe Craig	856-296-1653

AGENT	PHONE #
Rosa Ortiz	609-226-0454
Chris Trimble	856-278-4115
Christopher Keen	609-774-4247
Scott MacAdams	856-371-0305
Dave Cairns	856-904-1365
Bill Feggins	484-645-2984
Ken MacAdams	856-655-3434
Bradford Dykstra	856-313-0308
Ray Corry	856-627-2600
Kyle Hering	856-357-7125

COMPANIES WE REPRESENT:

- ◆ Aetna
- ◆ Amerihealth
- ◆ CIGNA
- ◆ AARP United Healthcare
- ◆ Clover
- ◆ Humana
- ◆ Health Republic
- ◆ Mutual of Omaha
- ◆ Silverscript
- ◆ Amerigroup
- ◆ Horizon
- ◆ Optum
- ◆ Coventry
- ◆ First Health