

# Cost-Saving Plans

Help Your Clients Save  
with Plans G & N



## Cost-Sharing Plan N

Plan N helps keep premiums low through cost-sharing. Policyholders pay the Medicare Part B deductible and potential excess charges in addition to a copayment for office and emergency room visits.

Plan N can be a good fit for your clients when:

- The applicant is accustomed to cost-sharing (i.e., someone coming off an employer's health insurance plan or a Med Advantage plan)
- Other plans are too rich and the applicant wants to reduce benefits and premium liability
- The applicant prefers to pay a lower premium in exchange for the possible out-of-pocket expenses associated with the Part B deductible (\$185 in 2019) and potential excess charges

### What It Covers

Benefit	Part A Deductible	Coinsurance	Extended Hospital	Blood	SNF Care	Hospice Care	Part B Deductible	Coinsurance	Excess Charges**	Blood	Foreign Travel Emergency
<b>Plan N</b>	✓	✓	✓	✓	✓	✓		✓ After copayment*		✓	✓

\*Up to \$20 copayment for office visits and up to \$50 for emergency room visits.

\*\*An excess charge is the amount a health care provider is legally permitted to charge above the Medicare-approved amount. Keep in mind if health care providers accept Medicare assignments, they have agreed to accept the Medicare-approved amount and there will be no excess charge. A vast majority of health care providers do accept assignment. These states do not allow excess charges: CT, MA, MN, NY, OH, PA, RI and VT.

### How It Works

Plan N pays 100 percent of the Medicare Part B coinsurance after the policyholder pays a copayment of up to \$20 for some office visits and up to \$50 for emergency room visits that don't result in an inpatient admission.

Plan N Examples	Example 1	Example 2
Amount the doctor's office bills to Medicare	\$200	\$200
Amount approved by Medicare	\$150	\$75
Medicare Part B coinsurance	20% of the Medicare approved amount	20% of the Medicare approved amount
Coinsurance amount due	\$30 (\$150 x 20%)	\$15 (\$75 x 20%)
Amount Plan N pays the doctor's office	\$10 (\$20 of the \$30 coinsurance is applied to the copayment)	\$0 (Since copayment did not exceed \$20)
Amount the insured owes the doctor's office	\$20	\$15

*Your client's willingness to cost-share with Plan N can result in significant savings!*

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## Lower-Priced Plan G

Compared to Plan F, Plan G is a lower-priced option. Side-by-side, they provide the same benefits. The only difference is that Plan G doesn't pay the Medicare Part B deductible, and that lowers the premium. Add the household discount to lower it even further.

Plan G can be a good fit for your clients when:

- The annual premium difference between Plans F and G is more than the Medicare calendar-year Part B deductible, and
- The applicant is willing to pay the Part B deductible out of pocket (\$185 in 2019)

### Compare the Plans

Benefit	Part A Deductible	Coinsurance	Extended Hospital	Blood	SNF Care	Hospice Care	Part B Deductible	Coinsurance	Excess Benefits	Blood	Foreign Travel Emergency
<b>Plan F</b>	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
<b>Plan G</b>	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓

### Show the Savings

Be sure to do a cost comparison to see if Plan G can save your clients some money. You're likely to find that the Plan G annual premium plus the Part B deductible is less than the annual premium for Plan F.

Step 1		Step 2		Step 3	
Quote the annual premium		Add the Part B deductible*		Show the savings with Plan G	
Plan F	\$1,815	Plan F	\$1,815	Plan F	\$1,815
Plan G	\$1,245	Plan G	\$1,245	Plan G	<u>-\$1,430</u>
			+ \$185		\$385
			\$1,430		annual savings

\*The Part B deductible is \$185 in 2019 but can change annually.

*Think of it as getting all the benefits of Plan F for the lower price of Plan G!*