



Medicare and the Marketplace

Information about the
Marketplace for those who
counsel people with
Medicare



August 2015



The Marketplace and People with Medicare

- § This presentation should help you explain the Marketplace to people
 - With Medicare
 - Aging into Medicare
 - Getting Social Security disability benefits
- § When they may have coverage in the Marketplace, and when they can't
- § Medicare Prescription drug coverage (Part D)
- § Small Business Health Options Program



Medicare and the Marketplace

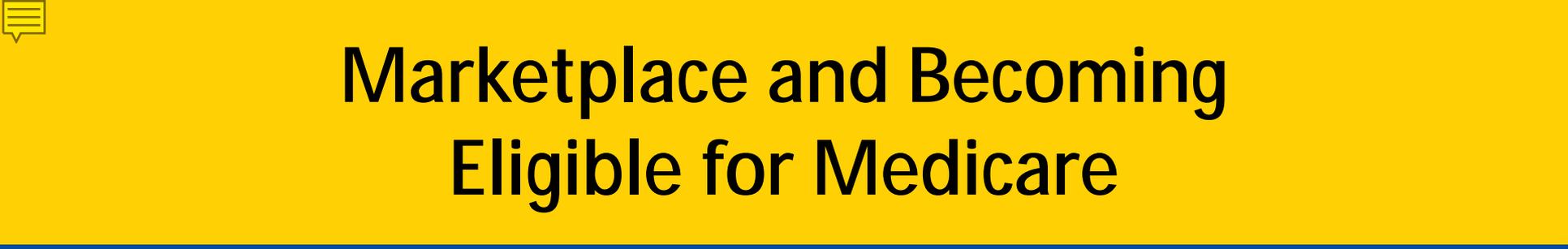
- § If you have Medicare you don't need to do anything related to the Marketplace
 - Your benefits don't change because of the Marketplace
- § Medicare isn't part of the Marketplace
- § Medicare Part A is considered minimum essential coverage
- § The Marketplace doesn't offer
 - Medicare Supplement Insurance (Medigap) policies
 - Medicare Prescription Drug Plans (Part D)



If You Have Medicare

§ No one can sell you a Marketplace plan

- Even if you only have Medicare Part A or Part B
 - Except an employer through the Small Business Health Options Program (SHOP) if you're an active worker or dependent of an active worker
 - ◻ The size of the employer helps determine who pays first
 - ◻ No late enrollment penalty if you enroll anytime you have SHOP coverage, or within 8 months of losing that coverage
- Doesn't include COBRA coverage



Marketplace and Becoming Eligible for Medicare

- § Sign up for Medicare during your Initial Enrollment Period (IEP)
- The 7-month period that starts 3 months before the month you turn 65, includes the month you turn 65, and ends 3 months after the month you turn 65.
 - If you enroll later, you may have to pay a late enrollment penalty
 - q For as long as you have Medicare



If You Have a Marketplace Plan First and Then Get Medicare Coverage

- § You lose eligibility for any premium tax credits and/or reduced cost sharing for your Marketplace plan
- § If you choose to drop your Marketplace plan, wait until you're covered by Medicare to avoid a gap in coverage
 - Depending on your income and resources, you may be eligible for help paying your Medicare Part B and Part D premiums and for some reduced cost sharing for Medicare Part D coinsurance/copayments
 - You may also be able to buy a Medigap (Medicare Supplement Insurance) policy or join a Medicare Advantage Plan (like an HMO or PPO)



Choosing Marketplace Instead of Medicare

§ If you have an individual Marketplace plan

- And you must pay a premium for Part A, you would need to drop Part A and Part B to be eligible to get a Marketplace plan
- However, if you're also receiving Social Security benefits, you would have to drop your Social Security if you drop Medicare

§ If you delay enrolling in Medicare after your Initial Enrollment Period (IEP) ends, a late enrollment penalty may apply

- You'd **only** be able to enroll during the Medicare General Enrollment Period (January 1 to March 31, coverage starting July 1)
- Pay a late enrollment penalty for as long as you have Medicare



Terminating Medicare for Marketplace Plan

- § If you're enrolled in premium Part A and Part B, or Part B only
 - You can disenroll from Medicare and choose a Marketplace plan
 - You can qualify for advanced premium tax credit (APTC) or cost sharing reduction (CSR) if you meet eligibility requirements
- § Enrolled in Medicare premium free Part A
 - Must withdraw the application for Social Security benefits
 - Pay back all Social Security and Medicare benefits received
 - Lose APTC and CSR



Medicare for People with Disabilities and the Marketplace

- § You may qualify for Medicare based on a disability
 - You must be entitled to Social Security Disability Insurance (SSDI) benefits for 24 months
 - On the 25th month, you're automatically enrolled in Medicare Part A and B
- § If you're getting SSDI, you can get a Marketplace plan to cover you during your 24-month waiting period
 - You may qualify for Medicaid or premium tax credits and reduced cost-sharing until your Medicare coverage starts



Medicare and Coverage through the Small Business Health Options Program (SHOP)

- § Medicare Secondary Payer rules apply
- § You may delay your Part B enrollment while covered by the Marketplace through your or your spouse's current employment
- § You'll have a Special Enrollment Period (SEP) to sign up for Part B
 - Any time you're still covered by a group plan through your/your spouse's current employment
 - During 8-month period after current employment/coverage ends
- § If you don't sign up for Part B during the SEP
 - You may have to pay a late enrollment penalty for as long as you have Medicare
 - You can only enroll during the General Enrollment Period



The Marketplace and...

§ Medicare prescription drug coverage (Part D)

- Prescription drug coverage in Marketplace plans (including SHOP) isn't required to be creditable
 - Plan is required to let you know each year, in writing
 - You may have to pay a late enrollment penalty for Part D if you enroll after your Initial Enrollment Period and haven't had creditable drug coverage since first eligible for Medicare (any 63 day gap in creditable coverage)

§ Dental coverage for adults

- Covered by some Marketplace plans
- Stand-alone dental plans
 - People with Medicare generally can't join a stand-alone Marketplace dental plan unless in a State-based Marketplace and the state allows you to join (check with your state)

Check Your Knowledge—Scenario 1

Jim has Medicare Part A only. He didn't enroll in Part B during his Initial Enrollment Period (IEP). He signed up for Part B in January 2015, during the General Enrollment Period, and his coverage began on July 1.

Could he have enrolled in a Marketplace plan while he waited for his Part B to take effect?



Scenario 1—Discussion

No. Medicare Part A is considered minimum essential coverage. Jim couldn't get a Marketplace plan since he already had minimum essential coverage.

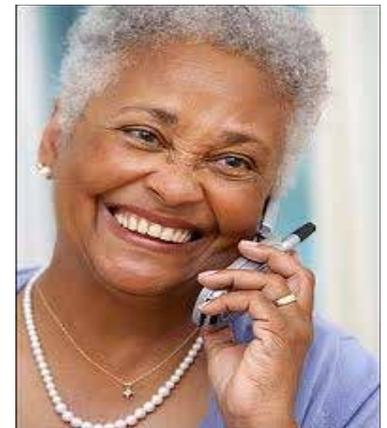
Remember, it's illegal for anyone to sell you a Marketplace plan if you have Medicare.



Check Your Knowledge—Scenario 2

Barbara works part-time and isn't getting Social Security retirement benefits yet. Her employer doesn't offer health coverage, so she enrolled in a Marketplace plan. Her Medicare Initial Enrollment Period ends next month, but she decided to keep her Marketplace plan and wait to sign up for Medicare

- § Will Barbara have a late enrollment penalty when she signs up for Medicare Part B?
- § What about Part D?
- § What else should you tell her?

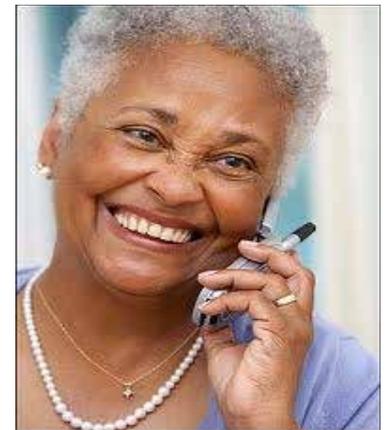


Scenario 2—Discussion

Barbara can choose Marketplace coverage if she's eligible for Medicare but hasn't enrolled in it (because she'd have to pay a premium, or because she's not collecting Social Security benefits)

Before making this choice, there are 2 important points for Barbara to consider:

1. Generally she can enroll in Medicare **only** during the Medicare General Enrollment Period (from January 1 to March 31). Her coverage won't begin until July 1 of that year
2. If she enrolls in Medicare after her Initial Enrollment Period ends, she may have to pay a late enrollment penalty for as long as she has Medicare



Scenario 2—Discussion Continued

If her Marketplace plan's prescription drug coverage isn't creditable, she may also have to pay a late enrollment penalty (LEP) for Medicare Part D coverage if she waits to enroll until after her Initial Enrollment Period.

Barbara should consider enrolling in Medicare to be sure she doesn't get an LEP for Part B and/or Part D. She can also choose to keep Marketplace coverage and also enroll in Medicare. In either case, Barbara won't be eligible for tax credits and there's no coordination of benefits, but it's her choice.



Marketplace.cms.gov

Get the latest resources to help people apply, enroll, and get coverage

The screenshot shows the homepage of the CMS.gov Health Insurance Marketplace. At the top left is the CMS.gov logo and the text "Health Insurance Marketplace" and "Centers for Medicare & Medicaid Services". To the right is a search bar with the placeholder text "Type search term here" and a "Search" button. Further right is a "Get email updates" link. The main banner features a stylized logo and the text "Health Insurance Marketplace". Below this, a blue section contains the text: "Welcome to the official Marketplace information source for assisters and outreach partners. On this site, you'll find information about assister programs and tools to help existing and new Health Insurance Marketplace..." Below the banner are three navigation buttons: "Applications & Forms", "Technical Assistance Resources", and "Outreach & Education". Below these are three featured content boxes: "Spotlight" with the sub-heading "5 Steps to Staying Covered Through the Marketplace", "About Assister Programs" with the sub-heading "Get the latest guidance on Assister and Champions Programs, and apply", and "Training" with the sub-heading "Get training for navigators, agents, brokers and other assisters". At the bottom, there is a footer with the CMS.gov logo, the text "Health Insurance Marketplace", a social media link "Stay connected with the Marketplace" with icons for Facebook, Twitter, and YouTube, and three columns of links: "Applications & Forms", "Helpful Links", and "CMS & HHS Websites".



Ways to Connect with the Marketplace

1. Sign up for updates at HealthCare.gov/subscribe/ or CuidadoDeSalud.gov/es/subscribe/
2. Twitter.com/HealthCareGov – Follow @HealthCareGov
3. Facebook.com/Healthcare.gov
4. Youtube.com/HealthCareGov
5. The Health Insurance Blog: HealthCare.gov/blog/
6. Federal training for agents and brokers, Navigators, in-person assisters, and Certified Application Counselors:
7. Marketplace.medicarelearningnetworklms.com
8. Facebook.com/Medicare.gov



CMS National Training Program

To view all available NTP training materials, or to
subscribe to our email list, visit

[CMS.gov/Outreach-and-Education/Training/
CMSNationalTrainingProgram/index.html](https://www.cms.gov/Outreach-and-Education/Training/CMSNationalTrainingProgram/index.html)

For questions about training products email
training@cms.hhs.gov