

PDP (PRESCRIPTIN DRUG PLAN) PRESENTATION

PRESCRIPTION DRUG PLANS

We are going to review the **Prescription Drug Plan – Medicare Part D**. We are going to share how you can explain the Prescription Drug Plans to people who have never had one before. Please remember, when you are doing a presentation you always have to consider, does the person already have a plan and has a basic understanding of what it is, or have they never had one before and need education from step one. This particular presentation is the designed for someone who have never been on a Medicare Prescription Drug Plan before. It's quite simple.

When you sit with your client you can say to them.... *“You know, a lot of folks I talked to are confused about how part D works, so I have some notes here I would like to read to you to show you how it works and make sure I don't leave anything out. Is that ok with you?”*... They always say “YES” because they don't you to leave anything out. You don't have to worry about memorizing a Prescription Drug presentation, you can just read it to them and that is the best way to do it.

READ THE FOLLOWING PRESENTATION TO YOUR CLIENT

In order to understand how Part D works, I need to briefly review how Medicare works.

All your working life money has been deducted from your check by Social Security. That is designed to pay you an income in retirement, as well as your premiums for your Medicare Part A insurance. You have paid for that and you are entitled to that. When you retired, the government began to take money out of your check for your Medicare Part B insurance, which pays for doctor's bills.

In 2016, Medicare will take \$121.80, at least, out of your check each month. Even though you may not go to the doctor very often, you have it if you need it. Medicare's Prescription Drug insurance plan, called Part D, works the same way. Just like when you turn 65 and become eligible for Part B and they take that \$121.80 from your check, they will do the same thing for this plan.

The government has designed a standard plan, but they are not selling it. All Part D plans are being offered through private insurance companies. The government said as long as each carrier's plan is at least as good as the standard plan, they can add any bells and whistles they want. So, every company has their own version of Part D. Part D insurance is just like your Part A insurance and your Part B insurance. You pay into it and hope you don't need to use it.

What is great about our plans is they usually help peoples save money right away! Now, since there are no health qualifications with this insurance like many others, you can qualify for any plan. Each company charges a different premium for their health plan, but right now, each plan has once price, regardless of your age. Have you ever heard of any company that sells health or life insurance that is the same price for everyone regardless of their age? Because of that, the government has mandated that if you don't sign up for a plan when you become eligible, which is now for you, then you are charged a penalty of 1% per month for every month you wait. It is just like your Part B insurance. So, if you said "Well, I don't take many medications today so I am going to wait to sign up..." and you waited five years before signing up, then it would cost you 60% more than whatever the national average price is at that time.

Sometimes these plans help people save money right away. Sometimes they don't. Each company has a formulary, or a list of drugs they will cover. Let's see if we have a company that covers your drugs and find which one works best for you.

After the Presentation

At this point, what you would do is go to [medicare.gov](https://www.medicare.gov) and enter their medications and be able to look at all the Drug Plans and choose the one that works best for them. If you are not sure how to do that or wants some tips on how to do that better, watch the video on “How to use Medicare.gov for looking up Prescription Drug Plans and Medicare Advantage Plans”.

A couple of final points to remember with this presentation:

1. You want to make sure that they understand that this is insurance. Like their Part A Insurance and Part B Insurance. That’s why we reiterated that several times. This is not a drug discount program.
2. It is also very important that they know that you will be there to help them, year after year. Always tell your clients that you will put them on your database and that you will contact them each year and you will do another free prescription drug review for them and see if you can save them any more money in the future.

Always stress how important this is. Tell them how much money you have been able to save other clients from one year to the next by doing their prescription drug review. An example of how one client saved \$5,000. If he would have stayed in his current plan, his premiums, his deductibles and his co-insurance would have been \$6, 700. By switching him, it was only \$1,700. They will appreciate that. And what you will notice when you begin working with folks in this capacity is that once they consider you the expert on Prescription Drug Plans, we call this transfer of influence, they will begin to consider you the expert on all insurance and then all investments. And that’s how you get more and more people’s business.