



MEDICARE QUESTIONNAIRE

The following questions are asked only to help us better understand your knowledge and concerns with your health care options, allowing us to make an educated recommendation.

1. Have you **read** the entire Medicare and You book? If so when? _____
2. Are you aware, that **you Now** have **2 options** to receive your Medicare coverage? _____
3. Did **you** or an **agent**, choose your **current** Medicare coverage? _____
4. Did you purchase the **partial** or **complete** health care plan? _____
5. Do you meet with a licensed **agent, every year** to learn about the new Medicare changes? _____
6. Have you ever **compared** Medicare supplement company's **premiums**? Which ones? _____
7. Do you understand the **differences** between Medicare supplement **plans F, G, and N**? _____
8. If you could reduce your monthly premium and keep your Medicare supplement, would you be interested in learning more? _____
9. **How long** have you been going to your primary care doctor and specialist? _____
10. How did you **choose**, your primary care & specialist? _____
11. Have you **ever compared** a Medicare supplement vs Medicare Advantage plan? _____
12. If you had **to change** your primary care doctor in order to reduce your premium and get more benefits, would that interest you and why? _____
13. Do you know the **advantages and disadvantages** of a Medicare Advantage plan? _____
14. If you currently have a Medicare Advantage Plan and could reduce or eliminate the copays, would you be interested in learning more? _____
15. Have you compared **prescription drug plans**, to make sure you are taking advantage of all the benefits? _____
16. During AEP, do you compare which drug plan is **best for you** and offers the lowest copays? _____
17. What do you like **best** about your current health care plan? _____
18. What do you like **least** about you current health care plan? _____
19. If you could **add** more benefits to your current health care plan, what would they be? _____
20. Please describe your perfect health care plan benefits? _____
21. If I could show you a plan like the one you have just described would you be interested in learning more about it? _____

Now I have a better understanding of the type of coverage you need,
let me make a recommendation that **provides the benefits** you are looking for in a plan



*** IMPORTANT NOTE:

*** Medicare & Medicare Supplements only cover **Skilled Nursing** for up to 90 days if a Doctor certifies the need. An example would be receiving intravenous injection or daily physical therapy. **Long Term Care & Custodial care ARE NOT** covered, for example hip replacement or intermediate care. The "Medicare & You Book" also explains there must be 3 requirements met to be covered under Medicare and Medicare supplements. 1- Must stay 3 consecutive overnight stays in a hospital room. 2- Must be admitted into **Skilled care only**. 3- Must be showing signs of improvement, which is difficult for stroke victims after 2 or 3 weeks a lot of times they become stable and therefore coverage stops.

***Medicare Advantage Plans **do not require** any hospital stays for skilled nursing to be covered.