

# SONORAN RETIREMENT ADVISOR



October / November 2024

---

*Overcome the notion that you must be regular. It robs you of the chance to be extraordinary.*

---

## IN THIS ISSUE

1. Note to my clients.
2. Feature Story Pg. 2-3
3. Clients of the Month Pg. 3
4. Planning Compass Pg. 3-6
5. Upcoming Workshops Pg. 6-7

Hi,

**SAVE THE DATE:** We are going to have a client appreciation open house at our office at 4400 E Broadway Blvd, Suite 712 on October 11<sup>th</sup> from 10:00 to 4:00. Medicare open enrollment, or AEP, is approaching rapidly. There are a lot of changes coming in 2025. Please stop by the office, have some refreshments, and bring your medication lists. *I have included a copy of our medication worksheet at the end of this newsletter.*

My articles will focus on Medicare.

Stay safe and healthy.

Your Tucson Team



*From Medicare to Retirement Planning. We provide the tools, and expertise to protect your retirement and lifestyle.*

**FEATURE STORY**

Dear Valued Clients,

We are heading into the Medicare Annual Election Period (AEP) or Medicare open enrollment. You can make changes to your Medicare coverage from 10/15/2024 to 12/07/2024 and those changes will go into effect on 1/1/2025. Please contact Marilyn at 520-220-5491, or by email at [marilyndeluca@ffig.com](mailto:marilyndeluca@ffig.com), if you have any questions or if you wish to make any changes. Please note that if you are satisfied with your current coverage, you do not have to do anything, and you will automatically stay enrolled in the same plan.

During AEP Sarah and I are in appointments all day and have very limited time to check phone messages or emails, so please direct all inquiries to Marilyn during AEP (10/15/25 – 12/7/24) and she will make sure that no requests are missed.

Due to the unprecedented changes to Medicare this year we are expecting this AEP to be our busiest ever. To make sure that we will be able to help every client who needs to make changes we will be limiting appointments to those clients' making changes. Also, to ensure our appointments stay on time we need you to send Marilyn an up-to-date list of your medications before we can set up a meeting (Please use the attached prescription drug worksheet – not in paragraph form - so we have all the information we need). This is necessary even if your prescriptions have not changed, to make sure you get the most accurate recommendation. We are encouraging everyone to upload their own prescriptions this year

using our self-service tool. Please contact Marilyn and she will email a link that will enable you to enter your own prescriptions. We encourage you to use this new tool so we can get back to you faster.

**Plan changes for 2025:**

- 1. Medicare Supplement:** Medicare supplement coverage does not change. Your supplement will continue to pay all Medicare copays and co-insurance according to which supplement you have.
- 2. Medicare Advantage:** Overall, most of the Advantage plans are not showing major changes for 2025. Most plans: 1. continue to be offered at \$0 premium, 2. offer \$0 premium drug coverage, 3. Include \$0 deductible, 4. offer dental and vision coverage (many at the same rates as in 2024), 5. Offer many of the other additional benefits such as health club memberships, OTC benefits, and rewards for wellness activities.

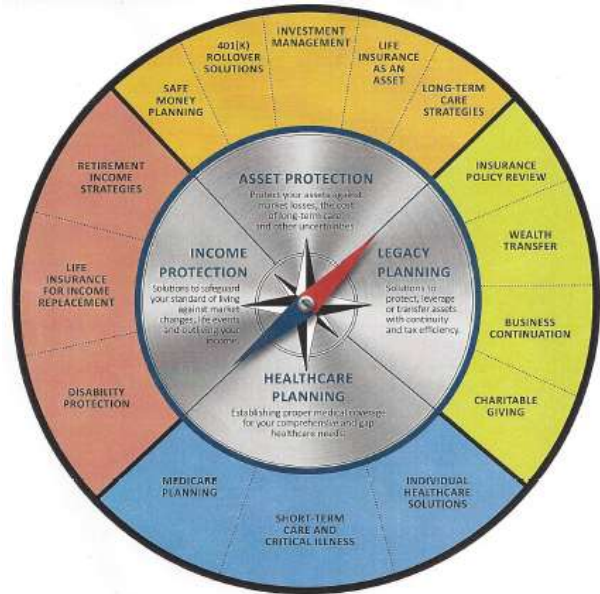
Some of the changes for 2025 include: 1. Many plans now include a deductible for name brand prescriptions and 2. We have noticed a change in the out-of-pocket maximum on some plans.

- 3. Prescription Drug Coverage:** Medicare is eliminating the coverage gap (doughnut hole) in 2025 and limiting everyone's maximum prescription cost to \$2,000. There will no longer be zero premium drug plans, but low-cost plans will still be available.

Thank you all so much for continuing to allow us to service your Medicare needs.

Please join us at our Open House on 10/11/2024 from 10:00 to 4:00 at our Office (4400 E Broadway Blvd, Suite 712) – we’ll have refreshments and will be available to answer any questions. Also please bring your prescription lists with you if you are unable to upload it.

### The Retirement Planning Compass



### Medicare Annual Enrollment Period Guide 2025

If you’re purchasing a new Medicare health or prescription drug plan for 2025, or want to update your current plan, this guide will show you how, when and what changes you can make. You’ll get answers to all the essential Medicare Annual Enrollment Period (AEP) questions so you can make the best decision for you.

### Clients of the Month

**We appreciate your referrals so much ....**

We are happy and grateful for each referral. The only things your friends have to lose are high premiums and that sinking feeling that they just lost money when the market dips again. I’m happy to offer a gift card for every referral that leads to an appointment.

**Jacqueline M.** referred her friend **Tony C.** Thank you so much!

**TUSD** referred **Tara C.** Thank you so much!

**Andrea S.** referred **Connie K.** Thank you so much!

**Steve G.** referred his friend **Ed C.** Thank you so much!

**Debbie J.** referred her friend **Carmen P.** Thank you so much!

### 2025 Medicare Annual Enrollment Period

Dates and deadlines you need to know

 <b>15</b> <b>OCT</b>	 <b>7</b> <b>DEC</b>	 <b>1</b> <b>JAN</b>
<b>Annual Enrollment Period BEGINS</b>	<b>Annual Enrollment Period ENDS</b>	<b>First date coverage can START</b>
<small>This is the first day you can enroll for 2025 coverage.</small>	<small>This is the last day you can enroll for 2025 coverage.</small>	<small>Even if you enroll in December 2024, your new Medicare plan won't go into effect until Jan. 1, 2025.</small>

### **What is the Medicare Annual Enrollment Period?**

The Medicare Annual Enrollment Period (AEP), also known as the Medicare Annual Election Period, is a specific enrollment period from Oct. 15 through Dec. 7 (see calendar above). During this time, beneficiaries can make changes to their current Medicare plan coverage. All plan changes become effective on Jan. 1 the following year.

On Oct. 1 each year, two weeks before Medicare open enrollment starts, health insurance companies release information about their plan benefits for the following year. These can include premium changes, prescription drug coverage updates and more. This is a great time for Medicare beneficiaries to think about whether their plan will still meet their needs in the next year. If not, we can help you find a better option during AEP.

There are no medical questions, or underwriting, to change your Medicare Advantage or Prescription Drug Plans (PDP). A review of your medical history is required if you want to switch your Medicare Supplement plans.

### **What is the Medicare Open Enrollment Period?**

During Medicare Open Enrollment Period (OEP) changes can be made from Jan. 1 through March 31. These changes are limited to Medicare Advantage plans and are only available to those that are currently enrolled in a Medicare Advantage plan.

### **What is the difference between AEP and OEP?**

The biggest difference between AEP and OEP is that AEP offers more options and flexibility than the Medicare Advantage Open Enrollment Period. For example, during the MA OEP, you can join a Part D plan if you are dropping an MA plan and returning to Original Medicare. However, during AEP, you can make any necessary changes to your drug coverage as needed.

### **What changes can you make during AEP?**

During the Medicare Annual Enrollment Period, you can make changes to your Medicare Advantage and Part D prescription drug plans. Multiple changes and updates are allowed, including:

- Dropping your Medicare Advantage plan and returning to Original Medicare
- Moving from Original Medicare only to a Medicare Advantage plan
- Enrolling in a different Medicare Advantage plan
- Choosing a new Medicare Part D prescription drug plan
- Adding a Part D prescription drug plan
- Canceling your current Part D prescription drug plan

**Note:** If you do not maintain some form of creditable prescription drug coverage and decide to re-enroll in Part D in a later year, you'll get charged a late-enrollment penalty.

There is not any special flexibility to add or adjust your Medicare Supplement (Medigap) plan during AEP. If you choose to change your Supplement plan during AEP, the same rules apply as they would during the rest of the year.

## What changes can you make during OEP?

During Medicare Advantage Open Enrollment Period you can make these changes related to your current Medicare Advantage plan only:

- Switching to a different Medicare Advantage plan
- Dropping your Medicare Advantage plan and returning to Original Medicare
- Adding a standalone Part D plan – only if you dropped your Medicare Advantage plan and returned to Original Medicare

The MA OEP happens annually from Jan. 1 through March 31 and only applies to people who have coverage under a Medicare Advantage plan. Also, enrollees can *only make one plan change* during this annual window, in contrast to the fall annual enrollment period when enrollees can change their minds multiple times.

## How do you change your Medicare plan during open enrollment?

If you're switching plans during the AEP, simply join your new plan by contacting us. Then, you will automatically be disenrolled from your current plan on Dec. 31. Your new plan coverage will begin on Jan. 1.

If you're switching plans during the MA OEP, we can help you join your new plan. Your new plan coverage will begin on the first of the following month. For example, if you enroll on Feb. 18, your new plan will be effective on March 1.

To switch to Original Medicare, contact us.

## What happens if you miss Medicare Open Enrollment?

If you miss the opportunity to change your plan during the AEP or OEP, you will need to keep your current plan for one more year, until the next open enrollment period.

However, you may still be able to make changes to your Medicare coverage if you qualify for a special enrollment period. An example of this could be if you lose health insurance coverage from your employer or your spouse's employer.

If you don't qualify for a Medicare special enrollment period, you'll need to wait for the next relevant Medicare open enrollment period to make changes to your Medicare health or prescription drug plan.

## Do you have to re-enroll in Medicare every year?

No. You don't have to re-enroll in Medicare every year and you don't have to renew your Medicare Advantage, Supplement or prescription drug plan either. You only need to act if you're notified to do so – for example, if your plan is discontinued or if there is a reduction in your service area. Or if you want to change plans.

## Can you enroll in Medicare for the first time during Medicare Open Enrollment?

If you're buying a Medicare plan for the first time, you can do so during your Medicare Initial Enrollment Period (IEP). If your IEP happens to overlap with the

Oct. 15 – Dec. 7 Medicare Open Enrollment Period,  
you may enroll for the first time.

**Have more Medicare questions?**

We're here to support you along the way so you can continue to live a better, healthier life. Please contact Marilyn at 520-220-5491 or [marilyndeluca@ffig.com](mailto:marilyndeluca@ffig.com) if you have questions or need to make changes to your coverage.

***UPCOMING MEDICARE  
WORKSHOPS***

***For all workshops please email Marilyn at:  
[marilyndeluca@ffig.com](mailto:marilyndeluca@ffig.com) or call her at  
520-668-9662 to Reserve your free seat.***

**Tuesday October 8<sup>th</sup> - 11:00 AM**

**FUTURITY FIRST – TUCSON OFFICE:**

4400 E Broadway Blvd, Suite 712, Tucson, AZ  
85711

**Tuesday October 8<sup>th</sup> - 6:00 PM**

**FUTURITY FIRST – TUCSON OFFICE:**

4400 E Broadway Blvd, Suite 712, Tucson, AZ  
85711

**Tuesday December 10<sup>th</sup> - 11:00 AM**

**HILTON EL CONQUISTADOR:**

10000 N Oracle Rd, Tucson, AZ 85704

**Tuesday December 10<sup>th</sup> – 6:00 PM**

**HILTON EL CONQUISTADOR:**

10000 N Oracle Rd, Tucson, AZ 85704

## Answers to your important questions

- What's really working on Wall Street and how can I avoid what's not?
- What does volatility mean to my portfolio?
- How do I maintain my income no matter what happens in the market?
- How can I avoid the pitfalls of variable annuities?
- What isn't my broker telling me about mutual funds?
- How to insulate your 401(k), 403(b) from devastating market corrections?
- How you can reduce management fees on your portfolio?
- How can I make sure I never run out of money without putting all of my money into an annuity?

Finarity First!  
 4400 E Broadway Blvd, Suite 712  
 Tucson, AZ 85711  
[www.finarityfirsttucson.com](http://www.finarityfirsttucson.com)  
 520-668-9662

# Retirement Income Planning Workshop



A 60-minute educational program preparing you with the financial basics of retirement planning.

Offered at our office for your convenience

4400 E Broadway Blvd, Suite 712  
 Tucson, AZ 85711

Tuesday, January 14<sup>th</sup>

Tuesday, February 11<sup>th</sup>

All workshops begin at either 12:00 pm or 6:00 pm

Seating is limited.  
 Register today for your free seats!

520-668-9662



Build your retirement plan based on certainty and guarantees, not theories and guesswork.



*Finally there is a planning model that is easy to understand and provides low cost, high yield, consistent income. This process avoids losses, reduces fees and puts more money where it belongs... in your pocket. It is so simple that you may say, "Why didn't I think of it myself."*

This classroom course is focused on empowering you to make fact-based financial decisions. If you are wondering why the markets do what they do, seemingly without any rhyme or reason, this course is for you. Learn how to recognize the dangers in your financial plan and how to side-step their negative effects on your portfolio. Gain the confidence needed to move past daily market performance concerns and interest rates and enjoy retirement.

## Course Outline

### Part 1

- Our process
- What concerns retirees the most

### Part 2

- Today's retirement landscape
- Key retirement ages and decisions
- Income gap

### Part 3

- Risks affecting your portfolio

### Part 4

- Sources of guaranteed income

### Part 5

- Elements of a retirement income plan
- Make your money last a lifetime (or two)
- Inflation fighting tools
- How a simple plan can protect you from losing money or income in any market condition

**Prescription Drug Worksheet**

Client Name: \_\_\_\_\_ Phone #: \_\_\_\_\_

Name of Prescription	Dosage	How often taken	Form (tablet, capsule, dropper, bottle, inhaler, injection, etc)	Quantity of Each Refill	How often Refilled	Name Brand or generic