# SONORAN RETIREMENT ADVISOR

October - November 2025

*In the middle of every difficulty lies opportunity.*
*Albert Einstein*

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

Hi,

The Medicare Annual Enrollment Period (AEP) is around the corner. We expect this to be our busiest AEP ever and we need you to help us to help you. We will review every plan for our clients who send in their drug lists. Even if your prescriptions have not changed or you are not taking any prescriptions, if you send us your list or email us that you are not taking any meds then we will review your plan. As in previous years, if a change is recommended, we will schedule an appointment with you. If no change is needed your current plan will automatically renew so no appointment is needed. Please stop by our open house at our office on 10/10/2025 to say hi. I have attached our drug list template to help you get us the information that we need.

Please leave us a google review:
https://linktr.ee/futurityfirsttucson?utm_source=linktree_profile_share&ltsid=dd96f394-c4cf-4a92-a912-076175d8ff17

Stay safe and healthy.

Your Tucson Team

**FEATURE STORY**

# 2026 Medicare Annual Enrollment Period (AEP)

Dear Valued Clients,

We are heading into the Medicare Annual Enrollment Period (AEP) or Medicare open enrollment. You can make changes to your Medicare coverage from 10/15/2025 to 12/07/2025 and those changes will go into effect on 1/1/2026. Please contact Marilyn at 520-220-5491, or by email at 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 – 12/07/25) and she will make sure that no requests are missed.**

To make sure that we will be able to help every client, we will be limiting appointments only to those clients who need to make changes. **Also, to ensure our appointments stay on time we need you to send an up-to-date list of your medications to Marilyn 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.

## Plan changes for 2026:

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 2026. 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 2025), 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 2026 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 eliminated the coverage gap (doughnut hole) in 2025 and limiting everyone's maximum prescription cost to $2,000. This is going up to $2,100 for 2026.

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

Best Regards,
Matt, Sarah, Amanda, and Marilyn – Your Tucson Team

**Please join us at our Open House on 10/10/2025 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.**


## *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.

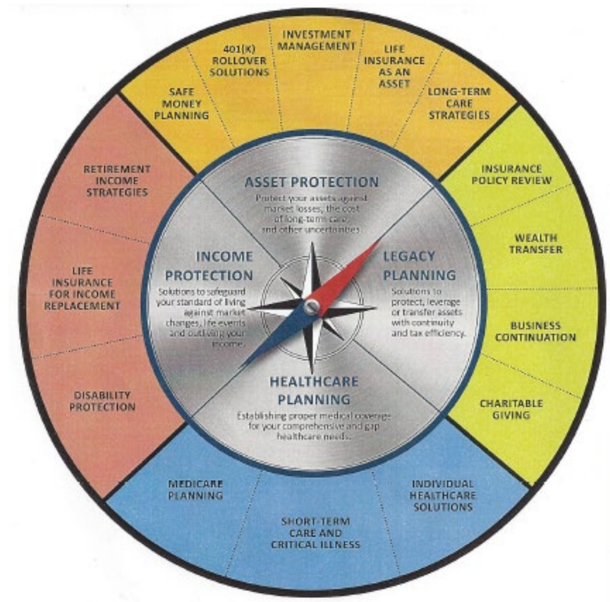
**Tanya F.** referred her friend **Sandy W.** Thank you so much!

**Richard K.** referred his friend **Mario M.** Thank you so much!

**Cathi J.** referred her friend **Rebecca S.** Thank you so much!

**Martha E.** referred her friend **Cheryl P.** Thank you so much!

## *The Retirement Planning Compass*




## Monetary Musings

The stock market surged to new highs after the Federal Reserve cut the federal funds rate last week and the futures market has priced in more cuts to come. However, these cuts have not helped reduce long-term interest rates and the price of gold has surged to over $3,900 an ounce.

Clearly, many investors are concerned that rate cuts are unwarranted. After all, the Consumer Price Index is up 2.9% in the past twelve months, which is higher than it was a year ago. We won't get August PCE inflation - the Fed's preferred measure – until Friday, but it looks like these prices are up 2.8% versus a year ago compared to 2.3% in the year ending in August 2024.

Either way, it looks like we are further from the Fed's 2.0% target for inflation than we were a year ago, so isn't cutting rates playing with the inflation fire?

We think inflation is always and everywhere a monetary phenomenon, just like Milton Friedman explained many decades ago. Some economists, including those at the Fed, think the money supply is no longer useful. But, without the money supply, they still don't have a good explanation for why inflation surged to 9.1% by 2022, the highest since the early 1980s.

After all, the Fed held short-term interest rates near zero for seven years (2008 – 2015) in the aftermath of the Great Recession and inflation remained under control. During COVID, it only held rates at zero for two years. If seven years of zero didn't cause inflation, how did two? The only solid explanation is the money supply, which remained contained after 2008 because of more stringent capital and liquidity rules on banks. During COVID the Fed loosened those rules, facilitating an unprecedented 40% surge in the M2 measure of money over a two-year period. M2 is the U.S. Federal Reserve estimate of liquid assets, including cash on hand, money deposited in checking accounts, savings accounts, and other short-term saving vehicles such as money market funds and certificates of deposit (CDs). That's why we had an inflation surge.

Yes, we understand COVID lockdowns and deficit spending were highly unusual. We also understand that the lags between shifts in the money supply and subsequent inflation can be long and variable. But it's hard to see how the M2 surge from 2020-22 would still have a major effect today.

Inflation is much lower than its peak and that aligns with much slower money growth in recent years. M2 contracted (which is highly unusual) in 2022-23 and since then is up at an average annualized rate of only 3.9% and up only 1.7% versus the 2023 peak. For comparison, M2 grew about 6% per year in the decade prior to COVID with much lower inflation.

Yes, tariffs raise the prices of some items, but if the money supply doesn't change, prices for other things must fall. For example, home prices have flattened in recent months and rents for new tenants declined 8.4% in the second quarter this year, the steepest drop on record for any quarter going back to 2005. In time, this will have an impact on the government's measure of rent, which will help put downward pressure on inflation measures, as well. In other words, the Fed may be cutting rates, but it's the money supply that matters.

More importantly, after years of holding rates below inflation, interest rates are now above inflation. In other words, the Fed is not unwarranted in cutting rates. The rate cuts priced into the market still leave the "real" federal funds rate in positive territory. They are not just because of political pressure.

Are we concerned about Fed independence? Yes, monetary policy should not be controlled by politicians. But the Fed has only itself to blame. It did not act independently during 2008 or COVID when quantitative easing and zero percent rates provided the fuel for an unprecedented surge in government deficit spending. The inflation that followed (what we call political kryptonite) forced the Fed and politicians to accept higher interest rates and quantitative tightening. Politicians and the Fed may want to keep money easy, but markets have the final say.

To summarize, don't just watch interest rates. Watch the money supply too. For now, we think some modest cuts in short-term rates are warranted. But a surge in the M2 measure of money, if it happens, would change our minds. The Fed often claims to be "data dependent." In a better world, the money supply would be a major part of the data they are dependent on.

## *UPCOMING MEDICARE WORKSHOPS*

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

**Tuesday October 7th - 11:00 AM**
**FUTURITY FIRST - TUCSON OFFICE:**
4400 E Broadway Blvd, Suite 712, Tucson, AZ 85711

**Tuesday October 7th - 6:00 PM**
**FUTURITY FIRST - TUCSON OFFICE:**
4400 E Broadway Blvd, Suite 712, Tucson, AZ 85711

**Tuesday December 9th - 11:00 AM**
**HILTON EL CONQUISTADOR:**
10000 N Oracle Rd, Tucson, AZ 85704

**Tuesday Dcember 9th - 6:00 PM**
**HILTON EL CONQUISTADOR:**
10000 N Oracle Rd, Tucson, AZ 85704

FUTURITY FIRST
Retirement | Life | Health

520-220-5491

**Please DO NOT Include OTC or Non-prescription Medications (including compounded drugs or drugs filled outside the US)**

## Prescription Drug Worksheet

| Client Name: | Phone #: |
|---|---|

| Name of Prescription | Dosage | How often taken | Form (tablet, caspsule, dropper, bottle, inhaler, injection, etc) | Quantity of Each Refill | How often Refilled | Do you take the Name Brand or generic |
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