2022 Changes for Social Security and Medicare: What Clients Need to Know



By Elaine Floyd, CFP®

Director of Retirement and Life Planning

Horsesmouth

What's new for 2022

- Social Security cost-of-living adjustment (COLA)
- New earnings test thresholds
- New taxable wage base
- New bend points: higher PIAs for maximum earners
- Window closing for restricted application
- Part B Medicare premiums, new IRMAA thresholds
- The latest Social Security reform proposals



1. Social Security cost-of-living adjustment

- Checks going up by 5.9%
- All PIAs raised by COLA, whether or not benefits have started

2. Earnings test thresholds

- \$19,560 pre-FRA year
 - Benefits withheld \$1 for \$2
- \$51,960 FRA year
 - Benefits withheld \$1 for \$3
- First-year monthly earnings test
 - \$1,630 pre FRA
 - \$4,330 FRA year

3. Maximum wage base for 2022: \$147,000

- Additional earnings (or lack thereof) may affect the PIA
- Statement estimate may be off
 - Early retirees: send to Retirement Estimator
 (www.ssa.gov/estimator) or ballpark \$100-\$200 less than statement shows
 - Continued earnings make a bigger difference for clients with less than 35 years of earnings (but later earnings always count for more than earlier earnings so everyone who works can improve their benefit)

4. New indexing factors and bend points

- Average wage index up 2.83% (lower than usual)
- Affects benefit increase for 1960 cohort



Average Indexed Monthly Earnings (AIME) for baby boomer born in 1960

Maximum earnings since 1982

\$4,801,019 in total indexed earnings ÷ 420 months = \$11.430 AIME

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52

53

54

55

57

58

59

Nominal

earnings

32,400

35,700

37,800

39,600

42,000

43,800

45,000

48,000

51,300

53,400

55,500

57,600

60,600

61,200

62,700

65,400

68,400

72,600

76,200

80,400

84,900

87,000

87,900

90,000

94,200

97,500

102,000

106,800

106,800

106,800

110,100

113,700

117,000

118,500

118,500

127,200

128,400

132,900

137,700

142,800

Indexing

factor

3.828181

3.6506526

3.4476826

3.3067955

3.2114755

3.0189439

2.8772362

2.767654

2.6454562

2.5504135

2.425445

2.4047635

2.3419088

2.2516541

2.1466703

2.0283162

1.9274367

1.8256939

1.7300237

1.6897131

1.6729354

1.6330158

1.5053904

1.4392386

1.3767588

1.3457999

1.3664063

1.3348569

1.2943021

1.2551106

1.2392711

1.1967896

1.1565527

1.1436295

1.1054553

1.0667897

1.0282553

1.0000000

1.0000000

Total AIME

1.560473

Indexed

earnings

124,033

130,328

130,322

130,949

134,882

132,230

129,476

132,847

135,712

136,192

134,612

138,514

141,920

137,801

134,596

132,652

131,837

132,545

131,828

135,853

142,032

142,072

137,166

135,485

135,576

134,234

137,272

145,932

142,563

138,231

138,188

140,905

140,024

137,051

135,520

140,614

136,976

136,655

137,700

142,800 **\$4,801,019**

\$11,431.00

Example of benefit formula for max earner

- Baby Boomer born in 1960 turns 62 in 2022
- Maximum Social Security earnings every year since age 22
- AIME = \$11,430
- PIA formula:
 - \$1024 x .90 = \$921.60
 - $\$5,148 \times .32 = \$1,647.36$ (\$6,172 \$1,024 = \$5,148)
 - $\$5,258 \times .15 = \788.70 (\$11,430 \$6,172 = \$5,258)
 - Total = \$3,357.66

PIA = \$3,357.60

Amount worker will receive at full retirement age

5. Window closing for restricted application

- Strategy: Receive spousal benefit while own benefit builds delayed credits to age 70
- Phaseout: Only those born before January 2, 1954 are eligible
- Everyone eligible is already over FRA, but strategy not expiring: can still do it up to age 70
- Remember...
 - Must not have previously filed for benefits
 - Other spouse must have filed
 - Other spouse need not be born before 1954
- See my Aug. 3, 2017 newsletter: "How To File a Restricted Application"
- Does not apply to survivor benefits



6. OASDI Trust Fund still growing (barely)

Trust fund balance on 12/31/19: \$2.897 trillion

2020 results

Total income: \$1.118 trillion

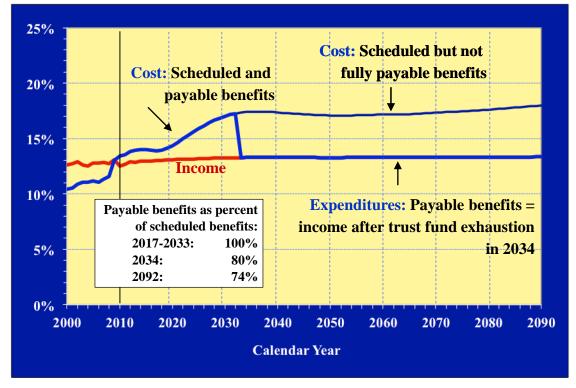
Total expenditures: \$1.107 trillion

Net increase in assets: \$ 11 billion

Trust fund balance on 12/31/20: \$2.908 trillion



Long-term projections: without reform, benefits fall to 78% in 2034



Office of the Chief Actuary's Estimates of Individual Changes Modifying Social Security

Office of the Chief Actuary

Solvency Proposals

2019 Trustees Report

Understanding Interaction Among Options

Annual Trustees Reports provide estimates of the financial status of Social Security's Old-Age and Survivors Insurance (OASI) and Disability Insurance (DI) Trust Funds under current law. Recent Reports call for informed discussion, creative thinking, and timely legislation to address expected future deficits. Many policy makers have developed proposals and options to address this long-range solvency problem. Listed below is a broad range of policy options that would address Trust Fund solvency and other issues related to Social Security benefits and financing. Many of these options are part of comprehensive proposals intended to restore Trust Fund solvency.

We group the options into categories, as shown below. We also provide a summary list of all options \nearrow (PDF version).

Category of Change to the Social Security Program

(Estimates based on the 2019 Trustees Report unless otherwise stated)

A: Cost of Living Adjustment F: Coverage of Employment or Earnings/Inclusion of

Other Sources of Revenue

B: Level of Monthly Benefits (PIA) G: Investment in Marketable Securities

C: Retirement Age H: Taxation of Benefits

D: Benefits for Family Members I: Individual Accounts

E: Payroll Taxes (including maximum taxable)

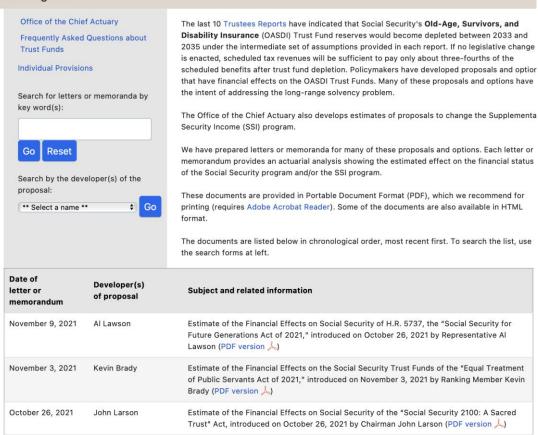
J: All Categories

Estimates available in HTML and PDF. PDF requires Adobe Acrobat Reader or equivalent.

https://www.ssa.gov/oact/solvency/provisions/index.html



Office of the Chief Actuary's Estimates of Proposals to Change the Social Security Program or the SSI Program



https://www.ssa.gov/oact/solvency/index.html



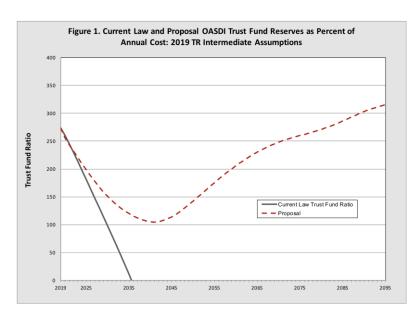
Social Security 2100 Act: A Sacred Trust

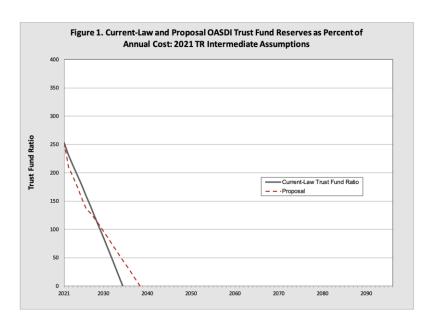
- Would increase first bend point multiplier from .90 to .93
- Would base cost-of-living adjustments on the CPI-E
- Would replace current taxation thresholds to \$35,000 for single individuals and \$50,000 for couples. If income over these levels 85% of benefits would be taxed
- Would withhold OASDI taxes on income over \$400,000. A "second AIME" would be created to credit these earnings, with a 2% multiplier
- Would pay an alternative benefit to surviving spouses (75% of joint amount)
- Would give earnings credit to caregivers
- Would provide benefits to grandchildren, dependent benefits to age 26 if in school
- Would temporarily cease WEP and GPO
- Would prevent reductions in the AWI from reducing benefits for newly eligible beneficiaries



Would NOT restore full solvency because everything sunsets in 2027

(Designed to get Republicans on board)





Prior bill

Current bill



7. New Medicare numbers for 2022

- Part B base premium: \$170.10
 - 14.5% increase due to:
 - General increase in health care costs
 - Congressional action to limit 2021 premium increase
 - Additional contingency reserves for expensive Alzheimer's drug
- IRMAA income brackets adjusted for inflation: Starts at AGI \$91,000 single, \$182,000 joint

2022 monthly premiums for Parts B & D Including Income Related Monthly Adjustment Amounts

MAGI Single	MAGI Joint	MAGI Married filing separately	Part B monthly premium paid to Medicare	Part B income- related adjustment amount paid to Medicare	Part D monthly premium (average) paid to insurer	Part D income- related adjustment amount paid to Medicare	Total Parts B & D premium
≤ \$91,000	≤ \$182,000	≤ \$91,000	\$170.10	\$0.00	\$40.00	\$0.00	\$210.10
\$91,001 - \$114,000	\$182,001 - \$228,000		\$170.10	\$68.00	\$40.00	\$12.40	\$290.50
\$114,001 - \$142,000	\$228,001 - \$284,000		\$170.10	\$170.10	\$40.00	\$32.10	\$412.30
\$142,001 - \$170,000	\$284,001 - \$340,000		\$170.10	\$272.20	\$40.00	\$51.70	\$534.00
\$170,001 - \$499,999	> \$340,001 - \$749,999	\$91,001 - \$408,999	\$170.10	\$374.20	\$40.00	\$71.30	\$655.60
≥\$500,000	≥\$750,000	≥\$409,000	\$170.10	\$408.20	\$40.00	\$77.90	\$696.20

SOCIAL SECURITY

Medicare deductibles Amount You Pay

- Part A \$1,556 per spell of illness
- Part B \$233/year
 - Waived for some preventive services such as flu shots, some mammograms and Pap smears, bone mass tests, prostate screening, diabetes tests, some others
- Part D \$480/year

Part D drug plans

- Find a drug plan that meets client's needs based on the medications they take
- Find cheapest drug plan if not taking drugs (to avoid late enrollment penalty)
- Go to www.medicare.gov/find-a-plan

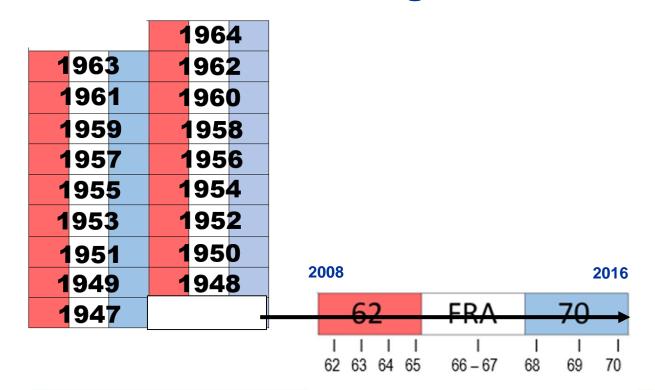
What to do now

- Become the go-to expert on Social Security and Medicare
 - Learn the rules
 - Teach the public
 - Recommend strategies
 - Follow up with seminar attendees

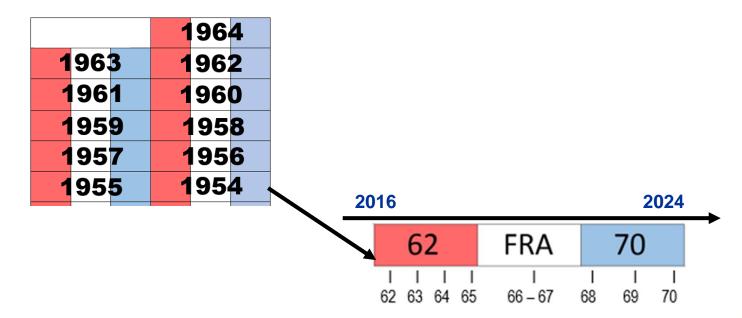
 76% of future retirees who currently work with - or plan to work with – an advisor say they would likely switch and find an advisor who could advise on Social Security. (Nationwide **Retirement Institute)**

The Advice Opportunity: Boomers in the pipeline

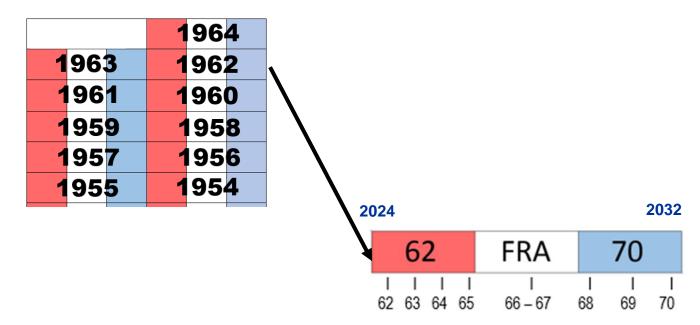
1946 Boomers started claiming in 2008, finished claiming in 2016



1954 Boomers entered the claiming pipeline in 2016, will finish in 2024



1962 Boomers will enter the claiming pipeline in 2024, will finish in 2032

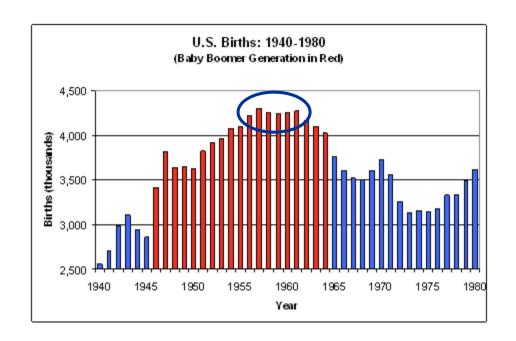


3 to 4 million Boomer prospects enter the claiming pipeline every year

They need help deciding when to claim Social Security and how to manage the rest of their retirement assets

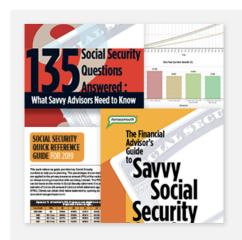


Boomer spike coming



Learn Social Security

- How benefits are calculated
- How to maximize benefits
- Rules for spousal and survivor benefits
- Benefits for divorced people
- How and when to switch from one benefit to another
- How the earnings test works in the first year



Savvy Social Security Planning® for Boomers

Comprehensive Financial Education and Marketing Program

Every day more Baby Boomers approach retirement and they want to know the ins and outs of Social Security. Become the expert your clients need with Savvy Social Security Planning for Boomers, a fully-supported, year-long program. Includes:

- Specific answers to your client questions: We've answered more than 15,000 queries. New answers added every day...
- Custom reports for your clients showing them the best strategies to chose from...
- New and updated program materials and presentations for clients, prospects, and COIs...
- Educate clients, prospects and COIs on the new AND old rules at your workshops...





ns Marketing





CE Credits

Client Materials



FINRA Review Education



Planning Tools

Q & A

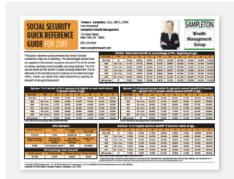
Learn More

Schedule a Demo

https://www.horsesmouth.com/store/

888-336-6884





Social Security Quick Reference Guide

No more digging around on the shelves or searching on the Internet for information like:

- Estimated benefits for worker with maximum earnings
- Adjusted for early or delayed claiming
- Estimated PIAs for workers with maximum earnings

- Social Security cost-of-living adjustments (COLAs)
- Medicare Part B premiums
- Maximum wages subject to Social Security tax





Learn More

Learn Medicare

- When you can, should, or must enroll in Medicare
- How Medicare works with employer plans
- How supplemental insurance works
- Who pays the IRMAA and how you can help clients avoid it
- How to help clients transition to Medicare at retirement



Savvy Medicare Planning® for Boomers

Get the Mastery You Need to Help Clients Manage Their Retirement Health Care Expenses!

Everyone must sign up for Medicare, yet few people understand what to do. Help clients avoid the pitfalls and put this critical piece of the retirement planning puzzle into place with Savvy Medicare Planning for Boomers, a fully-supported, year-long program. This program allows you to:

- Speak knowledgeably with clients and prospects about Medicare and health care financial planning
- Deepen your relationships with clients by helping them with this complicated and important part of their retirement plan
- Open up new areas of discussion with clients, prospects, and centers of influence
- Deliver excellent service by providing information, resources, and guidance geared to each client's unique circumstances







Presentations



Client Materials





FINRA Review



Education



Planning Tools



Q & A

Learn More

Schedule a Demo

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Health Care Quick Reference Guide

People need concise, objective and easy to understand information about Medicare. Now you can give them just that with the Health Care Quick Reference Guide.

This branded 8.5" x 11" reference includes critical Medicare information about which programs apply to which people; when to apply, information about premiums and deductibles, and references to other resources with more information.

- Instant, branded PDF-Share it right now
- Printed, branded card—Mail or hand out now





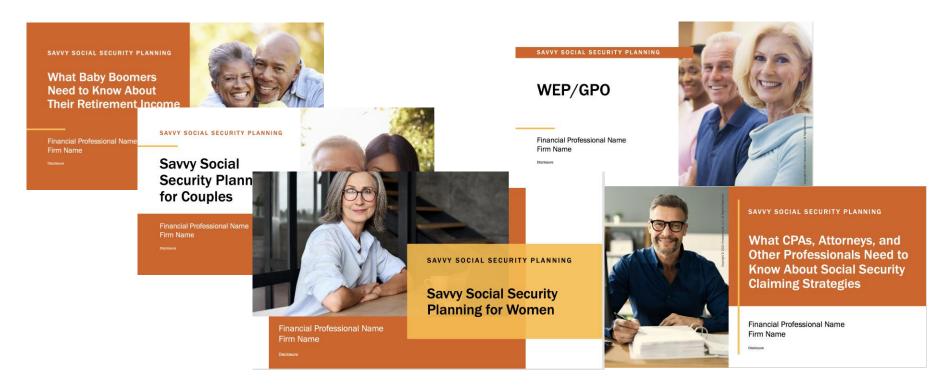


Teach Social Security and Medicare

- Seminars
- Workshops
- Classes

- Baby boomers (general)
- Couples
- Women
- CPAs

Updated and Redesigned Social Security presentations



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Updated and Redesigned Medicare presentations

SAVVY MEDICARE PLANNING

Managing Health Care Expenses in Retirement

What Baby Boomers Need to Know About Medicare and Long-Term Care

Financial Professional Name Firm Name

Disclosure





SAVVY MEDICARE PLANNING

30 Minutes on Medicare Basics

What Baby Boomers Need to Know About Medicare

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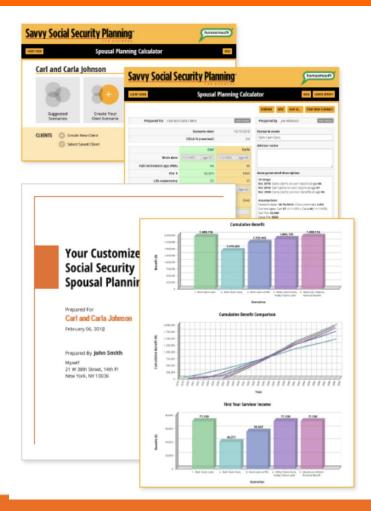
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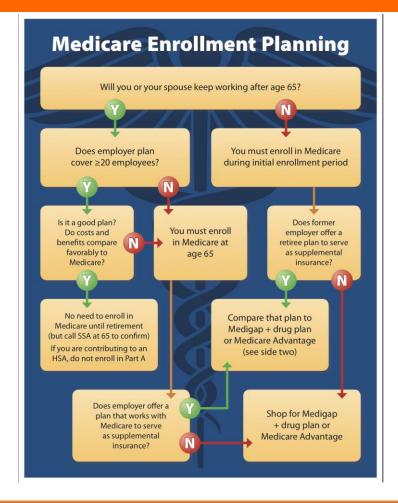
Recommend Social Security strategies

- How to maximize benefits
- When to claim
- Discuss other issues: retirement income planning, insurance, investments



Recommend Medicare strategies

- When to enroll: avoid coverage gaps and lateenrollment penalties
- Which plan is best? Original Medicare or Medicare Advantage?
- Estimate health care costs, avoid or reduce the IRMAA
- Discuss long-term care



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Social Security/Medicare Workshop—Boomer Spike Coming!

Virtual Workshop: December 6-9, 2021

Deepen your understanding of the nuances, learn the range of claiming strategies, and build your base of Social Security and Medicare expertise.

- What does longevity mean for your clients? Working longer? Filing restricted? Helping dependents? Planning for widows?...
- SS and Medicare will continue to be critical topics in 2021 and

beyond...

Get up to speed on the growing and complex ways the two biggest retirement programs interact and impact retirees and pre-retirees...







Education

Sign Up

Thank you!