

Social Security and Medicare Changes for 2019: What Clients Need to Know



**By Elaine Floyd, CFP®
Director of Retirement
and Life Planning,
Horsemouth, LLC**



The Opportunities for Education and Advice



Education

Seminars, workshops and classes

Public: Why attend?

- People want to learn (not be sold)
- Boomers enjoy learning
- Financial topics are complex
- Investors want education
- People are desperate for guidance

Advisors: Why teach?

- Teaching builds credibility
- Allows you to connect
- Demonstrates expertise (show, don't tell)
- Generates a flow of prospects/new clients
- Freedom to enjoy practice and life



Social Security as an education topic

- **Appeals directly to lucrative pre-retiree audience**
- **Huge market: 10,000+ boomers turn 62 each day**
- **Multifaceted, complicated topic; many ways to assist prospects**
- **Perfect difficulty: challenging but everyone can “get it” with help**
- **Painful mistakes can and have been made**
- **Informed advice helps prospects assure a higher standard of living**



The pivot: Turning attendees into prospects/clients

- Invite attendees into your office for a customized Social Security analysis
- Emphasize that decisions must be in context of total retirement assets picture
- Show example of custom, printed reports with recommendations



Why use calculators?

- Shows lifetime benefits under suggested claiming scenarios based on client's individual situation
- Flexibility to add your own scenarios
- Rules are built in – no danger of recommending an invalid scenario
- Flexibility to change assumptions: life expectancy, COLA
- Handles unusual cases such as age disparity between spouses
- Impressive report
- Leads to further discussion of products and services



Medicare as an education topic

- Appeals directly to pre-retirees and retirees who need help funding health care
- Huge market: Retirees must sign up at 65
- Widespread ignorance of the topic, yet the matter returns annually
- Important deadlines must be met each year
- Mistakes can be costly (and irreversible)



The pivot: Turning attendees into prospects/clients

- If they haven't started Medicare yet:
 - Estimate health care costs in retirement and how they'll fund them
 - Use their birthday to figure out key deadlines, then direct them on when they need to apply
 - Find out how they're getting their current healthcare coverage—explain how it will work with Medicare and where to go next
- If they have started Medicare...
 - Bring them in to discuss their coverage and how they're planning on paying health costs in retirement
 - Explain how long-term care is not covered by Medicare

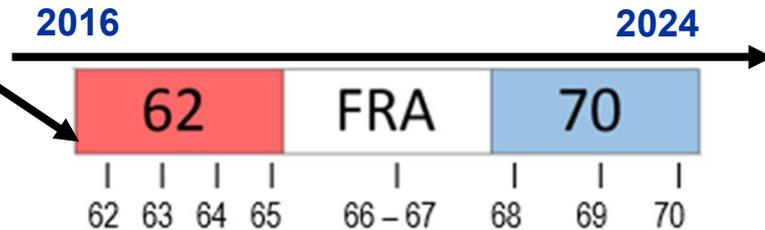


The Advice Opportunity: Boomers in the pipeline



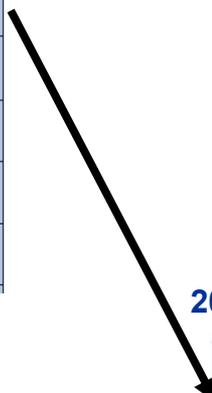
1954 Boomers entered the claiming pipeline in 2016, will finish in 2024

			1964	
1963			1962	
1961			1960	
1959			1958	
1957			1956	
1955			1954	



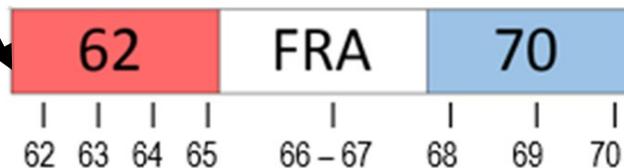
1962 Boomers will enter the claiming pipeline in 2024, will finish in 2032

			1964	
1963			1962	
1961			1960	
1959			1958	
1957			1956	
1955			1954	



2024

2032



34 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



Savvy Social Security and Medicare Updates



1. Social Security cost-of-living adjustment

- Checks going up by 2.8%
- May be partially offset by Medicare premium “catch-up”
- All PIAs raised by COLA, whether or not benefits have started



2. Earnings test thresholds

- **\$17,640 pre-FRA year**
 - Benefits withheld \$1 for \$2
- **\$46,920 FRA year**
 - Benefits withheld \$1 for \$3
- **First-year monthly earnings test**
 - \$1,470 pre FRA
 - \$3,910 FRA year



3. New bend points: \$926 and \$5,583

PIA formula

For an individual who first becomes eligible for old-age insurance benefits or disability insurance benefits in 2019, or who dies in 2019 before becoming eligible for benefits, his/her PIA will be the sum of:

- (a) 90 percent of the first \$926 of his/her average indexed monthly earnings, plus
- (b) 32 percent of his/her average indexed monthly earnings over \$926 and through \$5,583, plus
- (c) 15 percent of his/her average indexed monthly earnings over \$5,583.

We round this amount to the next lower multiple of \$.10 if it is not already a multiple of \$.10.

<https://www.ssa.gov/oact/cola/piaformula.html>



Example of benefit formula for max earner

- Baby Boomer born in 1957 – turns 62 in 2019
- Maximum Social Security earnings every year since age 22
- AIME = \$10,296
- PIA formula:
 - $\$926 \times .90 = \833.40
 - $\$4,657 \times .32 = \$1,490.24$ ($\$5,583 - \$926 = \$4,657$)
 - $\$4,713 \times .15 = \underline{\$706.95}$ ($\$10,296 - \$5,583 = \$4,713$)
 - Total = $\$3,030.59$

PIA = \$3,030.50

Amount worker will receive at full retirement age



4. Maximum wage base for 2019: \$132,900

- 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)



5. Window closing for restricted application

- People born before January 2, 1954 are still eligible for this strategy when they turn 66
- Receive spousal benefit while own benefit builds delayed credits to age 70
- Other spouse must have filed
- Other spouse need not be born before 1954



“Claim now, claim more later”

At FRA, higher-earning spouse restricts his application to his spousal benefit (lower-earning spouse must have filed for benefits on her record).

At 70, higher-earning spouse switches to his own maximum benefit.

Example:

- Larry and Linda are 66
- Larry’s PIA is \$2,400; Linda’s PIA is \$800
- Linda files for her benefit at 66
- Larry files for his spousal benefit at the same time and begins collecting \$400 (half of Linda’s PIA)
- When Larry turns 70, he switches to his maximum benefit. Linda adds on her spousal benefit

Budget Act Update: Must have turned 62 before the end of 2015 to take spousal benefit if own benefit is higher (restricted application)



Before: No “Claim now, claim more later” Larry does not file for spousal benefit

Year	Linda's age	Larry's age	Linda's COLA-adjusted benefit (monthly)	Linda's COLA-adjusted benefit (annual)	Larry's COLA-adjusted benefit (monthly)	Larry's COLA-adjusted benefit (annual)	Combined monthly benefit	Combined annual benefit	Cumulative total
2019	66	66	\$800	\$9,600	\$0	\$0	\$800	\$9,600	\$9,600
2020	67	67	\$821	\$9,850	\$0	\$0	\$821	\$9,850	\$19,450
2021	68	68	\$842	\$10,106	\$0	\$0	\$842	\$10,106	\$29,555
2022	69	69	\$864	\$10,368	\$0	\$0	\$864	\$10,368	\$39,924
2023	70	70	\$1,330	\$15,957	\$3,511	\$42,127	\$4,840	\$58,084	\$98,007
2024	71	71	\$1,364	\$16,372	\$3,602	\$43,222	\$4,966	\$59,594	\$157,601
2025	72	72	\$1,400	\$16,798	\$3,695	\$44,346	\$5,095	\$61,143	\$218,744
2026	73	73	\$1,436	\$17,234	\$3,792	\$45,499	\$5,228	\$62,733	\$281,477
2027	74	74	\$1,474	\$17,682	\$3,890	\$46,682	\$5,364	\$64,364	\$345,841
2028	75	75	\$1,512	\$18,142	\$3,991	\$47,895	\$5,503	\$66,037	\$411,879
2029	76	76	\$1,551	\$18,614	\$4,095	\$49,141	\$5,646	\$67,754	\$479,633
2030	77	77	\$1,591	\$19,098	\$4,202	\$50,418	\$5,793	\$69,516	\$549,149
2031	78	78	\$1,633	\$19,594	\$4,311	\$51,729	\$5,944	\$71,323	\$620,472
2032	79	79	\$1,675	\$20,104	\$4,423	\$53,074	\$6,098	\$73,178	\$693,650
2033	80	80	\$1,719	\$20,626	\$4,538	\$54,454	\$6,257	\$75,080	\$768,731



After: “Claim now, claim more later”

Larry files for spousal benefit

Receives \$20,000 in additional benefits

Year	Linda's age	Larry's age	Linda's COLA-adjusted benefit (monthly)	Linda's COLA-adjusted benefit (annual)	Larry's COLA-adjusted benefit (monthly)	Larry's COLA-adjusted benefit (annual)	Combined monthly benefit	Combined annual benefit	Cumulative total
2019	66	66	\$800	\$9,600	\$400	\$4,800	\$1,200	\$14,400	\$14,400
2020	67	67	\$821	\$9,850	\$410	\$4,925	\$1,231	\$14,774	\$29,174
2021	68	68	\$842	\$10,106	\$421	\$5,053	\$1,263	\$15,159	\$44,333
2022	69	69	\$864	\$10,368	\$432	\$5,184	\$1,296	\$15,553	\$59,886
2023	70	70	\$1,330	\$15,957	\$3,511	\$42,127	\$4,840	\$58,084	\$117,969
2024	71	71	\$1,364	\$16,372	\$3,602	\$43,222	\$4,966	\$59,594	\$177,563
2025	72	72	\$1,400	\$16,798	\$3,695	\$44,346	\$5,095	\$61,143	\$238,706
2026	73	73	\$1,436	\$17,234	\$3,792	\$45,499	\$5,228	\$62,733	\$301,439
2027	74	74	\$1,474	\$17,682	\$3,890	\$46,682	\$5,364	\$64,364	\$365,803
2028	75	75	\$1,512	\$18,142	\$3,991	\$47,895	\$5,503	\$66,037	\$431,840
2029	76	76	\$1,551	\$18,614	\$4,095	\$49,141	\$5,646	\$67,754	\$499,595
2030	77	77	\$1,591	\$19,098	\$4,202	\$50,418	\$5,793	\$69,516	\$569,111
2031	78	78	\$1,633	\$19,594	\$4,311	\$51,729	\$5,944	\$71,323	\$640,434
2032	79	79	\$1,675	\$20,104	\$4,423	\$53,074	\$6,098	\$73,178	\$713,612
2033	80	80	\$1,719	\$20,626	\$4,538	\$54,454	\$6,257	\$75,080	\$788,693



“Claim now, claim more later” Rules

- Procedure: Higher-earning spouse “restricts” the application to the spousal benefit.

If you are eligible for both retirement benefits and spouse's benefit, do you want to delay receipt of retirement benefit? [More Info](#)

If you are full retirement age and we determine that you are eligible to receive both a retirement benefit and a spouse's benefit, you may choose to delay receiving your own retirement benefit and receive only the spouse's benefit for now.

Yes No



6. Taxes on SS benefits: Same formula, different marginal tax rates

Filing status	Provisional income*	Amount of SS subject to tax
Married filing jointly	Under \$32,000	0
	\$32,000 - \$44,000	Up to 50%
	Over \$44,000	Up to 85%
Single, head of household, qualifying widow(er), married filing separately & living apart from spouse	Under \$25,000	0
	\$25,000 - \$34,000	Up to 50%
	Over \$34,000	Up to 85%
Married filing separately and living with spouse	Over 0	85%

*Provisional income = AGI + one-half of SS benefit + tax-exempt interest



Form **W-4V**
(Rev. February 2018)
Department of the Treasury
Internal Revenue Service

Voluntary Withholding Request

(For unemployment compensation and certain Federal Government and other payments.)

OMB No. 1545-0074

► Give this form to your payer. Do not send it to the IRS.

1	Your first name and middle initial	Last name	2	Your social security number
3	Home address (number and street or rural route)	City or town	State	ZIP code
4	Claim or identification number (if any) you use with your payer			
5	<input type="checkbox"/> I want federal income tax withheld from my unemployment compensation at a rate of 10% of each payment.			
6	I want federal income tax withheld from (a) my social security benefits, (b) my social security equivalent Tier 1 railroad retirement benefits, (c) my Commodity Credit Corporation loans, (d) certain crop disaster payments under the Agricultural Act of 1949 or under Title II of the Disaster Assistance Act of 1988, or (e) dividends and other distributions from Alaska Native Corporations to its shareholders, at the rate of (check one): 7% <input type="checkbox"/> 10% <input type="checkbox"/> 12% <input type="checkbox"/> 22% <input type="checkbox"/>			
7	<input type="checkbox"/> I want you to stop withholding federal income tax from my payment(s).			

Your signature ►

Date ►

For Privacy Act and Paperwork Reduction Act Notice, see page 2.

Cat. No. 22891V

Form **W-4V** (Rev. 2-2018)



7. OASDI Trust Fund still growing

Trust fund balance on 12/31/16: \$2.848 trillion

- | | 2017 results |
|---------------------------|---------------|
| • Total income: | \$996 billion |
| • Total expenditures: | \$952 billion |
| • Net increase in assets: | \$ 44 billion |

Trust fund balance on 12/31/17: \$2.892 trillion

Source: Social Security Administration, Office of the Chief Actuary



Will Social Security benefits be cut?

- **77% of Americans say it is critical to preserve Social Security benefits, even if it means raising taxes on working Americans (National Academy of Social Insurance, 2014)**
- **Reform package preferred by most:**
 - **Increase taxes in two ways:**
 - **Raise the taxable wage base (\$132,900 in 2019)**
 - **Raise the payroll tax rate by 1/20th of 1% a year**
 - **Decrease benefits in two ways:**
 - **For low earners increase the special minimum benefit**
 - **For all beneficiaries base the COLA on inflation experienced by the elderly (CPI-E)**





Proposals Affecting Trust Fund Solvency

[Subscribe](#)

Search for memoranda by key word(s):

Search by the developer(s) of the proposal:

 [Individual changes modifying Social Security](#)[Frequently Asked Questions](#) about Trust Funds

The last 7 [Trustees Reports](#) have indicated that Social Security's **Old-Age, Survivors, and Disability Insurance** (OASDI) Trust Fund reserves would become depleted between 2033 and 2034 under the intermediate set of economic and demographic assumptions provided in each report. If no legislative change is enacted, scheduled tax revenues will be sufficient to pay only about three-fourths of the scheduled benefits after trust fund depletion. Policymakers have developed proposals and options that have financial effects on the OASDI Trust Funds. Many of these proposals and options have the intent of addressing the long-range solvency problem.

We have prepared memoranda for many of these proposals and options. Each memorandum provides an actuarial analysis showing the estimated effect on the financial status of the OASDI program.

These memoranda are provided in Portable Document Format (PDF), which we recommend for printing (requires [Adobe Acrobat Reader](#)). Some of the memoranda are also available in HTML format.

The memoranda are listed below in chronological order, most recent first. To search the list, use the search forms at left.

Date of memorandum	Developer(s) of proposal	Memorandum subject and related information
October 4, 2018	Kevin Brady	Estimates of the Financial Effects on Social Security of H.R. 6933, the "Equal Treatment of Public Servants Act of 2018," introduced on September 27, 2018 by Chairman Kevin Brady (PDF version)
September 19, 2018	Robert P. Casey, Jr.	Estimates of the Financial Effects on Social Security of S. 3457, the "Surviving Widow(er) Income Fair Treatment Act of 2018" or the "SWIFT Act," introduced on September 18, 2018 by Senator Robert P. Casey, Jr. (PDF version)
August 31, 2018	Marco Rubio	Estimates of the Financial Effects on Social Security of S. 3345, the "Economic Security for New Parents Act," introduced on August 1, 2018 by Senator Marco Rubio (PDF version)
June 27, 2018	Bernie Sanders	Estimates of the Financial Effects on Social Security of S. 3147, the "Social Security Administration Fairness Act," introduced on June 27, 2018 by Senator Bernie Sanders (PDF version)
April 12, 2018	Ron Wyden	Estimates of the Financial Effects on Social Security and SSI of S. 2653, the "Elder Poverty Relief Act," introduced on April 12, 2018 by Senator Ron Wyden (PDF version)

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



8. New Medicare numbers for 2019

- Part B premiums
- Deductibles and coinsurance amounts
- Part D drug plan design



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
≤ \$85,000	≤ \$170,000	≤ \$85,000	\$135.50	\$0.00	\$40.00	\$0.00	\$175.50
\$85,001 - \$107,000	\$170,001 - \$214,000		\$135.50	\$54.10	\$40.00	\$12.40	\$242.00
\$107,001 - \$133,500	\$214,001 - \$267,000		\$135.50	\$135.40	\$40.00	\$31.90	\$342.80
\$133,501 - \$160,000	\$267,001 - \$320,000		\$135.50	\$216.70	\$40.00	\$51.40	\$443.60
\$160,001 - \$499,999	\$320,001 - \$749,999	\$85,001 - \$419,999	\$135.50	\$297.90	\$40.00	\$70.90	\$544.30
≥ \$500,000	≥ \$750,000	≥ \$415,000	\$135.50	\$325.00	\$40.00	\$74.80	\$575.30

These do not include premiums for Medicare Advantage or Medicare supplement plans



Deductibles

Amount You Pay

- Part A - \$1,364 per spell of illness
- Part B - \$185/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 – \$415/year



Coinsurance

Amount You Pay

- **Part A**
 - **Hospital**
 - **\$341/day for days 61-90**
 - **\$682/day for days 91-150**
 - **Skilled nursing: \$170.50/day for days 21-100**
- **Part B**
 - **Assigned claims: 20% of Medicare approved rate**
 - **Unassigned claims: 20% of approved rate + balance of actual charge up to an additional 15% of the approved charge**



Part D coinsurance

Medicare's standard benefit design; individual plans vary and may pay more

Coverage	Part D plan pays	You pay
Annual deductible (\$415)	\$0	\$415
Initial coverage period (\$3,405)	75% of \$3,820 (\$2,865)	25% of \$3,820 (\$955)
Coverage gap (donut hole) Starts when total costs exceed \$3,820 (\$415 + \$3,405)	5%	25% of covered brand name drugs plus dispensing fee; 37% of covered generic drugs; 100% of rest.
Catastrophic coverage Starts when total out-of-pocket cost reaches \$5,100	95% or the drug cost minus the copay	Greater of 5% of the drug costs or \$3.40 copay for a generic drug or \$8.50 for a brand name drug



Medigap Plans

Medigap Benefits	A	B	C	D	F	G	K	L	M	N
Medicare Part A coinsurance and hospital costs up to an additional 365 days after Medicare benefits are used up	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Medicare Part B coinsurance or copayment	100%	100%	100%	100%	100%	100%	50%	75%	100%	100%
Blood (first 3 pints)	100%	100%	100%	100%	100%	100%	50%	75%	100%	100%
Part A hospice care coinsurance or copayment	100%	100%	100%	100%	100%	100%	50%	75%	100%	100%
Skilled nursing facility care coinsurance			100%	100%	100%	100%	50%	75%	100%	100%
Medicare Part A deductible		100%	100%	100%	100%	100%	50%	75%		100%
Medicare Part B deductible			100%		100%					
Medicare Part B excess charges					100%	100%				
Foreign travel emergency (up to plan limits)			80%	80%	80%	80%			80%	80%

Plan F has a high-deductible option - \$2,300 in 2019

For Plans K and L, after you meet your out-of-pocket yearly limit and Part B deductible, the Medigap plan pays 100% of covered services for the rest of the calendar year. Out-of-pocket limits: Plan K \$5,560; Plan L \$2,780

Plan N pays 100% of the Part B coinsurance, except for some copayments.

Source: <https://www.medicare.gov/supplement-other-insurance/compare-medigap/compare-medigap.html>

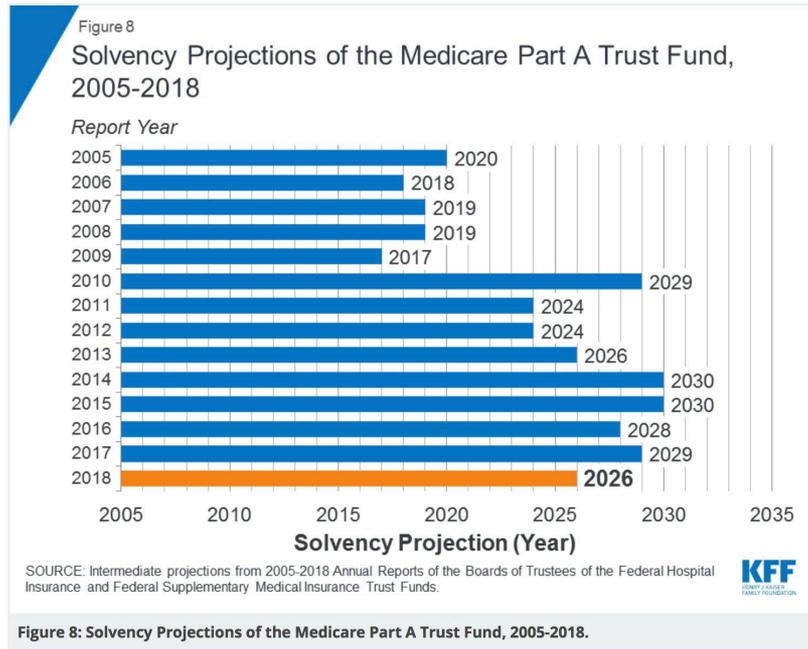


9. New Medicare Advantage open enrollment period January 1 – March 31

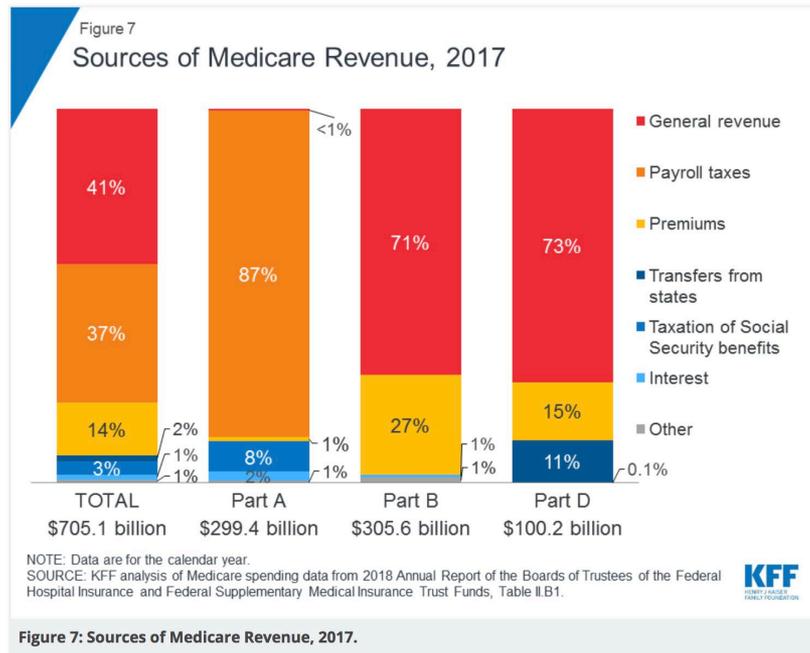
- Replaces disenrollment period that ran from January 1 to February 14
- During this time you may:
 - Switch to a different Medicare Advantage plan
 - Drop your Medicare Advantage Plan and return to Original Medicare (and sign up for a standalone Part D drug plan). You may not go the other way, switching from Original Medicare to a Medicare Advantage plan
 - Drop your standalone Part D drug plan



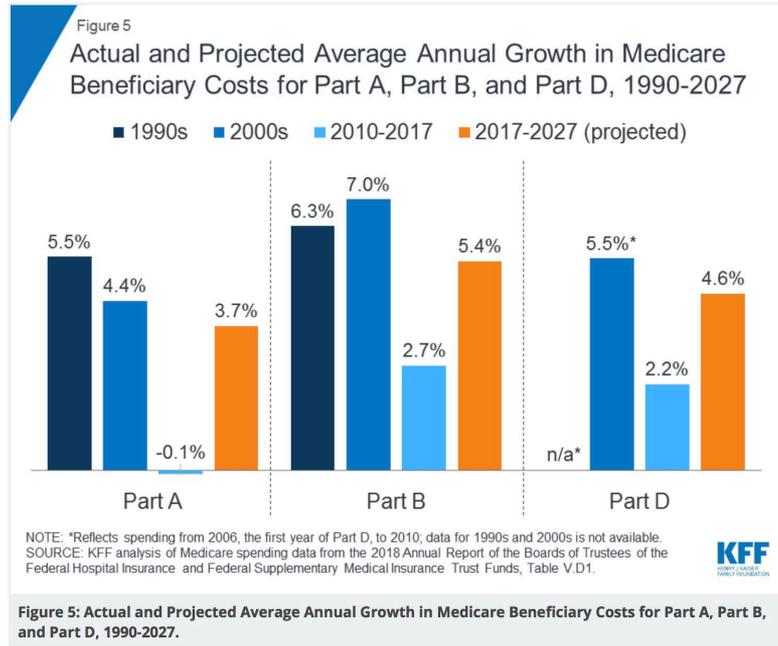
10. Medicare Part A solvency projections



How is Medicare financed?



Growth in Medicare beneficiary costs



Legislative priorities for Medicare

- **Pass BENES act: Beneficiary Enrollment Notification and Eligibility Simplification**
 - Streamlines the enrollment process; alerts people to possible penalties – so you won't have to!
- **Maintain the Bipartisan Budget Act of 2018 Part D donut hole reforms**
 - Closes the donut hole for brand name drugs in 2019 (one year earlier)
- **Lower drug costs, starting with aligning the costs of Part B drugs (e.g., those delivered in doctors' offices) to those of other countries. Later move on to Part D drugs.**



Updated Program Materials



Updated Social Security presentations

- 2019 COLA
- New trustee projections
- New wage base for 2019
- Earnings test threshold for 2019
- PIA calculation for max earner turning 62 in 2019
- Numbers and examples geared toward FRA of 67
- Restricted application window closing as grandfathered people age into FRA

What Baby Boomers Need To Know To Maximize Retirement Income



Savvy Social Security Planning:

What Baby Boomers Need to Know to Maximize Retirement Income

Baby Boom

- Will Social Security
- How much
- When she
- How can I

At this info important to your retirement

- How your age at wh
- How cost- COLA, As a
- How spou
- How survi
- How divid
- How bene
- What to d from pens

Presented by Teresa S. Sampleton, Sampl

What Couples Need To Know About Retirement Income and Social Security

The Social Security decisions you and your spouse make when you are in your 60s will determine the amount of total income you will receive over your lifetime – including the lifetime of the spouse who lives the longest. Come learn about some little-known rules that can help...



You are cordially invited to attend an educational workshop...

Savvy Social Security Planning for Couples

Presented by Teresa A. Sampl

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What Women Need To Know About Retirement Income and Social Security



You are cordially invited to attend an educational workshop...

Savvy Social Security Planning for Women

At this workshop you will learn...

- How much Social Security you stand to receive over your lifetime
- How the decisions you make in your 60s can determine the amount of income you'll have in your 80s
- How to take advantage of spousal benefits, survivor benefits, divorced-spouse benefits, and even divorced-spouse survivor benefits
- How to coordinate your own retirement benefit with benefits you might receive as a spouse or divorced spouse
- Why you should consider your husband's life expectancy when deciding when to claim your own retirement benefits
- What to do if your husband or ex-husband dies
- What to do if your marital status changes
- How to plan for the extra-long life

Rules and strategies you need to know...

- How to receive a spousal benefit while your own benefit builds delayed credits
- How to switch from one benefit to another to have income now and later
- Why you and your husband can't both receive spousal benefits on each other's record at the same time
- What you need to do to get divorced-spouse benefits
- What you MUST consider before remarriage

Seating is limited. Call today to reserve a spot for you and your friends.

You are cordially invited to attend an educational workshop on... Savvy Social Security Planning: What CPAs, Attorneys, and Other Professionals Need to Know About Claiming Strategies



Presented by Teresa A. Sampleton, CFP®, CPA Vice President Sampleton Wealth Management

See reverse side for dates and times. Pre-registration required.

Social Security can be far more complicated than people realize. The decisions your clients make now can have a tremendous impact on the total amount of benefits they receive over their lifetime.

This one-hour workshop will acquaint CPAs and attorneys with rules a emphasis will be placed on coordinating the various types of benefits maximize benefits over a client's lifetime. CPA attendees earn one hou

- After completing this course, you will know:**
- How Social Security benefits are calculated
 - Factors clients need to consider when deciding when to apply for be
 - Illustrations of lifetime income streams based on claiming ages and break-even analysis
 - Innovative spousal claiming strategies designed to give clients extra
 - How widows and widowers can coordinate survivor benefits with th retirement benefits to maximize income
 - Ways to minimize taxes on Social Security benefits
 - How to coordinate Social Security with other sources of retirement i

Workshop policy: This workshop is free. Please contact the presenter to cancel. To m program cancellation policies, please call 1-800-368-8600. Support of 2008-2014 of National Association of State Boards of Accountancy. We also are a sponsor of community of CPAs. Sponsors, State boards of accountancy have final authority on the acceptance of regarding registration sponsors may be submitted to the National Registry of CPAs. Spon

Reserve a spot today. Contact I Friends w

CPAs EARN ONE HOUR OF CPE CREDIT!



Presented by Teresa S. Sampleton, CFP, CPA Sampleton Wealth Management Group

Seating is limited, call today to reserve your spot

Call: (123) 456-7890

See reverse side for dates and times

Savvy Social Security Planning: Basic Rules and Claiming Strategies

- You have questions:**
- How much can I expect to receive from Social Security?
 - Why does it matter when I apply? And when should I do it?
 - Do I have to actually retire to get benefits?
 - Will Social Security even be there for me?

- In just 30 minutes, we'll cover:**
- How to decide when to collect your benefits.
 - How to coordinate benefits with your spouse.
 - The Social Security options available to divorcees.
 - How the death of a spouse affects your Social Security benefits.
 - How work affects your benefits.
 - How your benefits are taxed—and what you can do about it.

- You need to know:**
- How to avoid making a poor (and almost irreversible) Social Security claiming decision.
 - The huge impact of survivor benefits on smart claiming decisions.
 - How recent legislative changes may have impacted your strategy.
 - What to do if you were counting on a claiming strategy that's no longer available.

Updated Medicare presentations

- Medicare premiums for 2019 including IRMAAs
- 2019 deductibles and coinsurance amounts
- Part D drug plan design for 2019
- New Medicare Advantage open enrollment period Jan. 1 – March 31
- New Medigap deductibles
- Updated health care budget
- Updated long-term care costs

Managing Health Care Expenses in Retirement

WHAT BABY BOOMERS NEED TO KNOW ABOUT MEDICARE AND LONG-TERM CARE



Presented by
Teresa S. Sampleton, CFP, CPA
Sampleton Wealth Management Group
See reverse side for details



Presented by:
Teresa S. Sampleton, CFP, CPA
Sampleton Wealth Management Group

Seating is limited, call today to reserve your spot

Call: (123) 456-7890

See reverse side for dates and times

Transitioning to Medicare

How health insurance works after you leave your job

Baby Boomers are asking:

- When do I sign up for Medicare?
- How do I sign up for Medicare?
- How does Medicare work with the insurance I've already got?
- What happens to my insurance when I retire?
- What can I expect to pay for my healthcare down the line?

Attend if:

- You are age 60 and over.
- You are concerned about retirement health care expenses.
- You plan to take Medicare soon.
- You are not clear on how your existing insurance works with Medicare.
- You are ready to start planning.

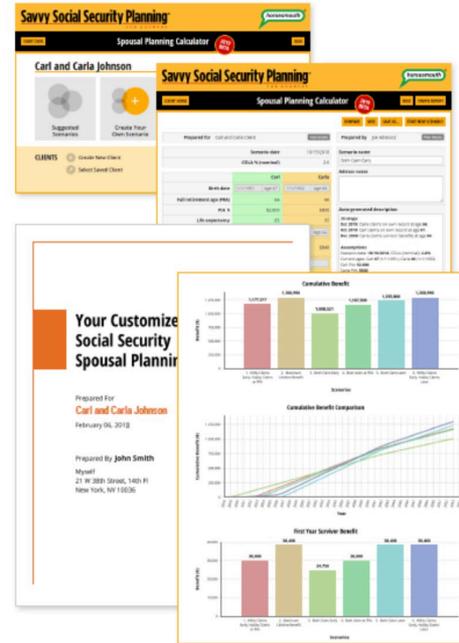
In this half hour presentation, you'll learn:

- How Medicare coordinates with other forms of insurance, like group health plans and COBRA.
- Who needs to enroll in Medicare and when.
- How to enroll in Medicare.
- How to effectively transition to Medicare, while keeping all the deadlines in mind.



New calculators

- Faster calculations and more responsive interface
- Benefits are calculated on a monthly basis showing partial-year benefits the first year of claiming
- Life expectancies offer a quick-selection option (e.g., male, longer than average), but you can override them
- The option to show values in “real” or “nominal” terms—that is, today’s dollars or future dollars
- Reports have been updated with a better-looking comparison section, better graphs and a more attractive color palette



Upcoming Workshops

HAWAII WORKSHOP SERIES

Come for the workshops. Stay for the relaxation.



Social Security and Medicare:
January 24-25, 2019

Business Planning and Marketing:
January 24-25, 2019

IRA and Tax Planning:
January 28-29, 2019

Financial Educator Marketing:
January 28-29, 2019

[FIND OUT MORE](#)

Social Security & Medicare
2-Day Workshop
Dallas
February 21-22, 2019



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Thank you!

