



BOARD ON

AGING &
LONG TERM CARE

SHIP Basic Training Medigap (Medicare Supplement) Policies

Nick Lutes – Medigap Helpline Services Supervisor

4/21/2026



NOTE: Use of this Presentation

THIS POWERPOINT MAY BE USED AS A REFERENCE TOOL BY THOSE WHO ATTENDED THIS PRESENTATION. INFORMATION PROVIDED IN THIS PRESENTATION IS CURRENT AS OF THE DATE OF THE PRESENTATION. INFORMATION PROVIDED DOES NOT CONSTITUTE REGULATORY OR LEGAL ADVICE.

THIS POWERPOINT IS NOT INTENDED FOR GENERAL CONSUMER USE, AND IT MAY NOT BE USED AS PART OF ANY OTHER PRESENTATION WITHOUT THE EXPRESS WRITTEN PERMISSION OF THE BOARD ON AGING AND LONG TERM CARE.

Grant Disclaimer

This presentation is supported by the Administration for Community Living (ACL), U.S. Department of Health and Human Services (HHS) as part of a financial assistance award totaling \$1,988,836 with 100 percent funding by ACL/HHS. The contents are those of the author(s) and do not necessarily represent the official views of, nor an endorsement, by ACL/HHS, or the U.S. Government.



Navigating Medicare

Presentation Overview

- **Medigap Policy Overview**
 - Medigap Policy Benefits & Mandates
- **Types of Medigap Policies in Wisconsin**
- **Medigap Policy Costs**
- **Medigap Policy Purchase Protections**
 - Open Enrollment Period
 - Guarantee Issue Period
- **Choosing a Medigap Policy**
 - Medigap Policy Pros and Cons
- **Medicare Advantage Trial Periods**

Training Logistics

- We will pause for questions regularly throughout the presentation. **Please use the chat function in Teams to ask your questions.**
 - I will do my best to address any questions but please avoid including any personal or client specific information.
 - If I am unable to address your question, please don't hesitate to contact BOALTCMedigap@wisconsin.gov for assistance.
- **We will take a short break during this training.**
- Slides and a recording will be made available following the presentation on the GWAAR webpage.
 - Contact stephanie.haas@gwaar.org with any questions or issues accessing slides or recording.

MEDIGAP POLICY OVERVIEW

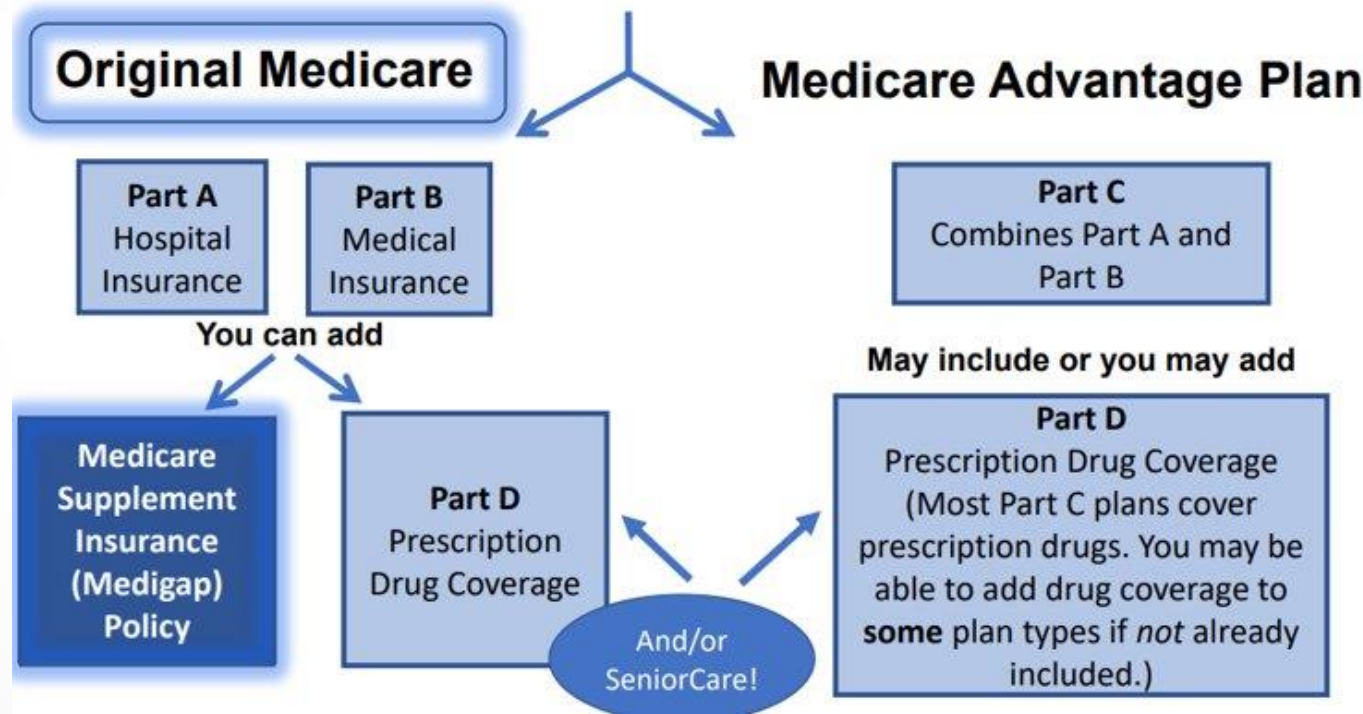


How Medigap Policies Work

- Medigap or Medicare Supplement policies are private health insurance policies that offer benefits that work with (pay after) Original Medicare.
- Medigap policies may cover all or a portion of deductibles, coinsurance, and copayments for Medicare Part A or B services.
- Medigap policies only work with Original Medicare, if you have a Medicare Advantage plan you cannot buy a Medigap policy.
- Medigap policies 'supplement' Original Medicare costs.

Regulatory Resource: [Wisconsin Ins 3.39](#)

Medicare Coverage Choices



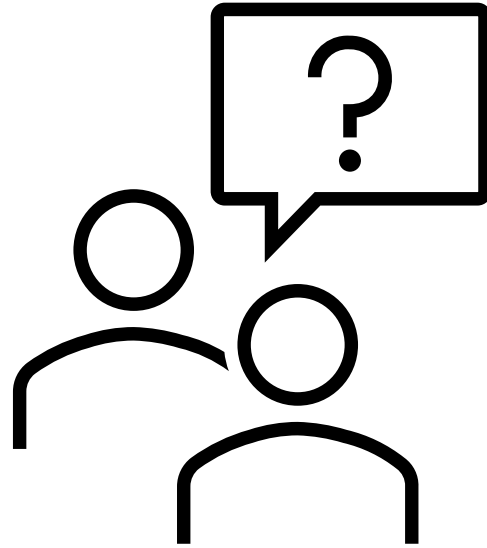
Medigap Policy Basic Benefits & Wisconsin Mandates

- **Copayment for days 61 to 90 of hospitalization.**
- **Copayment for days 91 to 150 of hospitalization.**
- **Copayment for days 21 to 100 of skilled nursing care in a skilled nursing facility. (Medicare Covered)**
- **175 days per lifetime of inpatient psychiatric care** in addition to Medicare's 190 days per lifetime.
- First three pints of blood.
- **40 home health care visits in addition to Medicare** – must also meet the insurance company's standards as medically necessary.

Medigap Policy Basic Benefits & Wisconsin Mandates

- **20% of Medicare's Part B services with no lifetime maximum.**
- **Coverage of non-Medicare-covered chiropractic care**, non-Medicare hospital and ambulatory surgery center charges, anesthetics for dental care, and non-Medicare-covered breast reconstruction.
 - Services must also meet the insurance company's standards as medically necessary.
- **Coverage for 30 days non-Medicare skilled nursing facility care** – no prior hospitalization required but must meet the insurance company's standards as medically necessary.

Questions?



TYPES OF MEDIGAP POLICIES



Wisconsin: A Medigap Waiver State

- Wisconsin received a waiver from the federal standardization regulations on Medicare Supplement insurance.
- This is the standardization that created the 'alphabet soup' of policies that other states insurers offer.

✓ = The plan covers 100% of this benefit
 X = The plan doesn't cover this benefit
 % = The plan covers that percentage of this benefit, and you're responsible for the rest.

Benefits	Medicare Supplement Insurance (Medigap) Plans										
	A	B	C	D	F*	G*	K	L	M	N	
Part A coinsurance and hospital costs (up to an additional 365 days after Medicare benefits are used)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Part B coinsurance or copayment	✓	✓	✓	✓	✓	✓	50%	75%	✓	✓***	
Blood benefit (first 3 pints)	✓	✓	✓	✓	✓	✓	50%	75%	✓	✓	
Part A hospice care coinsurance or copayment	✓	✓	✓	✓	✓	✓	50%	75%	✓	✓	
Skilled nursing facility care coinsurance	X	X	✓	✓	✓	✓	50%	75%	✓	✓	
Part A	X	✓	✓	✓	✓	✓	50%	75%	50%	✓	
Part B deductible	X	X	✓	X	✓	✓	X	X	X	X	
Part B excess charge	X	X	X	X	✓	✓	X	X	X	X	
Foreign travel emergency (up to plan limits)	X	X	80%	80%	80%	80%	X	X	80%	80%	
* Plans F and G also offer a high-deductible plan in some states. You must pay for Medicare-covered costs (coinsurance, copayments, and deductibles) up to the deductible amount of \$2,870 in 2025 before your policy pays anything. (You can't buy Plans C and F if you were new to Medicare on or after January 1, 2020.)										Out-of-pocket limit in 2025** \$7,220 \$3,610	

Traditional or Basic Medigap Policy

- All traditional or basic Medigap policies in Wisconsin include the Medigap basic benefits and Wisconsin Mandates.
- A traditional policy may have additional 'riders' attached to the policy at purchase to expand coverage similar to Medigap Plans offered in other states.
- Traditional policies are the most common type of Medigap policy purchased by beneficiaries in Wisconsin.

Note: Riders must be added at time of purchase to avoid potential health underwriting.

Medigap Policy 'Riders'

- **Part A Deductible Rider**

- Requires a Medigap Policy to cover the Medicare Part A Deductible.

- **Part B Deductible Rider (*Not Available After 1/1/2020*)**

- Requires a Medigap Policy to cover the Medicare Part B Deductible.

- **Part B Excess Charges Rider**

- Requires the Medigap policy to cover the difference between a provider's excess charge (up to 15%) and what Medicare has approved as the full payment amount.

- **Additional Home Health Care Rider**

- Extends the coverage of home healthcare from 40 days to 365 home health visits per year.

Medigap Policy 'Riders' Continued

○ **Foreign Travel Emergency Rider**

- Requires Medigap policies to cover up to \$50,000 per lifetime for Medicare-eligible expenses incurred outside the United States. This rider pays at least 80% of the billed charges for medically necessary emergency care. Emergency care must begin during the first 60 consecutive days outside the United States.

○ **Part A 50% Deductible Rider**

- Requires a Medigap policy to cover 50% of the Medicare Part A deductible per benefit period.

○ **Part B Copayment/Coinsurance Rider***

- Requires the policyholder to pay:
 - The Medicare Part B deductible
 - 20% copays (up to a maximum of \$20) per doctor's office visit
 - 20% copays (up to \$50 maximum) per emergency room visit

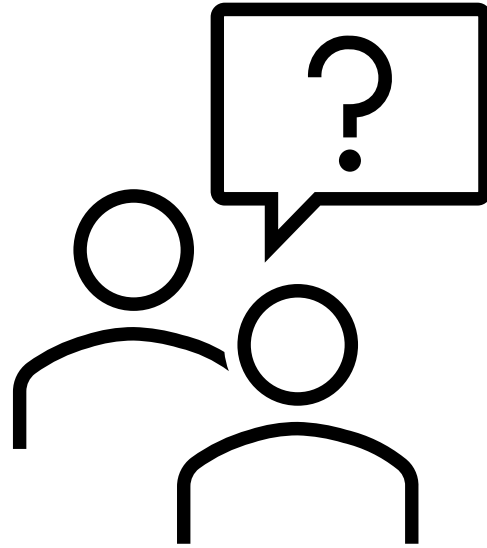
High Deductible Medigap Policy

- High Deductible Medigap policies require policy holders to pay all costs after Medicare on Medicare approved services (typically 20%) until the deductible is met.
- Once the policy deductible is met, the supplement policy will cover the costs after Medicare pays for covered services.
 - Similar to a traditional policy with all of the riders (*except copayment*).
- The policy holder is responsible for the Medicare Part A deductible and the Part B deductible until their policy deductible is met.
- The deductible amount can change each year.

Cost Sharing Medigap Policy

- Cost sharing policies include full Medicare Supplement benefit coverage after the annual Medicare Part B deductible and out-of-pocket limit have been met.
 - Out-of-pocket costs that count towards the limit are determined based on the 20% Original Medicare does not cover being shared between the policy holder and insurer.
 - Cost sharing is either **50% insurer and 50% policyholder** or **75% insurer and 25% policyholder**. Out-of-pocket limits change each year.
- Cost sharing policies out-of-pocket limits correspond to Plans K & L in other states.

Questions?



MEDIGAP POLICY COSTS



Medigap Policy Costs

What are the costs associated with Original Medicare and Medigap Policy coverage?

- Medicare Part A & B premiums
- Medigap Premiums
- Out of Pocket Costs (Deductibles, Copays, Coinsurance)
 - Typically, lower than Medicare Advantage.
- Prescription Coverage Costs
 - Medigap policies do not include Part D coverage.

Medigap Premiums

What factors may affect Medigap premium costs?

- **Purchase protections utilized (Open Enrollment & Guarantee Issue)**
 - Medical underwriting may affect premiums.
- **Your age**
 - If under 65 premiums may be higher.
- **Where you live (Zip Code)**
- **Insurer or Company**
- **Household or other discounts**
 - Some insurers offer discounts when households both have the same Medigap policy.

Medigap Policy Pricing Types

Link - [Choosing a Medigap Policy](#)

Type of pricing	How it works	What this may mean for you	Examples *
Community-rated (also called “no-age-rated”)	Generally the same premium is charged to everyone, regardless of age or gender.	Your premium isn't based on your age. Premiums may go up because of inflation and other factors but not because of your age.	Mr. Smith is 65. He buys a Medigap policy and pays a \$165 monthly premium. Mrs. Perez is 72. She buys the same Medigap policy as Mr. Smith. She also pays a \$165 monthly premium.
Issue-age-rated (also called “entry age-rated”)	The premium is based on the age you are when you buy the Medigap policy.	Premiums are lower for people who buy at a younger age and won't change as you get older. Premiums may go up because of inflation and other factors but not because of your age.	Mr. Han is 65. He buys a Medigap policy and pays a \$145 monthly premium. Mrs. Wright is 72. She buys the same Medigap policy as Mr. Han. Since she is older when she buys it, her monthly premium is \$175.
Attained-age-rated	The premium is based on your current age, so your premium goes up as you get older.	Premiums are low for younger buyers but go up as you get older. They may be the least expensive at first, but they can eventually become the most expensive. Premiums may also go up because of inflation and other factors.	Mrs. Anderson is 65. She buys a Medigap policy and pays a \$120 monthly premium. Her premium will go up each year: At 66, her premium goes up to \$126. At 67, her premium goes up to \$132.

MEDIGAP POLICY PURCHASE PROTECTIONS



When Can You Buy a Medigap Policy?

- Typically, beneficiaries purchase a Medigap Policy:
 - When they first enroll in Medicare.
 - When turning age 65.
- A beneficiary may also buy a Medigap Policy:
 - Anytime, whenever an insurer agrees to sell the policy.
 - Typically, this will require the beneficiary to answer health underwriting questions.

Note: Unless a beneficiary has additional purchase protections an insurer may deny the sale of a Medigap policy for any reason.

Medigap Open Enrollment

When is the Medigap Open Enrollment period?

- 6-months from your Medicare Part B effective date.

Note: If a beneficiary has Medicare prior to age 65, they will have an additional open enrollment period at age 65.

What are the purchase protections included in the Medigap Open Enrollment period?

- Insurer cannot refuse to sell any Medigap policy they offer to other beneficiaries (open book of sale).
- Insurer cannot charge a higher premium based on past or present health conditions.

Medigap Guarantee Issue Period

What are the purchase protections included in a Medigap guarantee issue period?

- Insurer cannot refuse to sell any Medigap policy they offer to other beneficiaries (open book of sale).
- Insurer cannot charge a higher premium based on past or present health conditions.
- Insurer cannot apply a pre-existing condition waiting period.

When are Medigap guarantee issue periods?

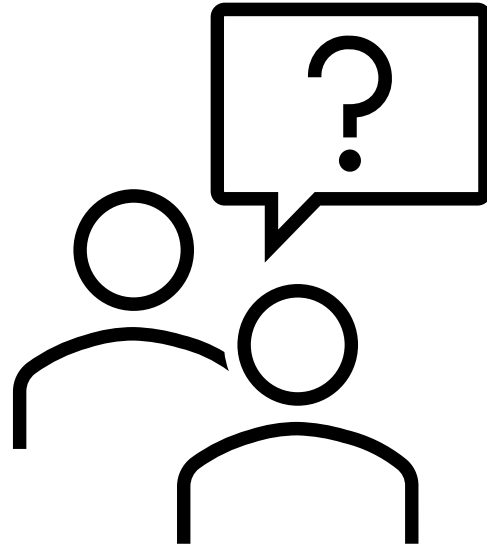
- Guarantee issue periods are triggered by qualifying events. These periods typically last 63-days. For example:
 - Loss of eligibility for a medical assistance program, which you were previously eligible for.
 - Loss of an employer group plan primary to Medicare.

[3.39 \(34\)](#) - Wisconsin Admin Code Guarantee Issue Provisions

Medigap Pre-existing Condition Waiting Period

- **What is a pre-existing condition?**
 - Health condition for which you were treated or diagnosed within 6 months before your Medigap coverage start date.
- **What is the pre-existing condition waiting period when purchasing a Medigap policy?**
 - Medigap policy insurers can refuse to cover excluded condition for up to 6 months (“look-back period”) if a policyholder did not have creditable coverage.
 - If a policyholder had at least 6 months of continuous prior creditable coverage (with no break in coverage for more than 63 days), insurers cannot impose a waiting period.

Questions?



Short Break – Return in 5 Minutes



CHOOSING A MEDIGAP POLICY



Medigap Policy Pros and Cons

Pros

- Flexible provider selection
 - Any provider that accepts Medicare Assignment
- No prior authorization requirements
- Low or limited out of pocket costs depending on type of policy.

Cons

- Typically, higher premiums than Medicare Advantage
- Does not include Part D prescription drug coverage
- No extra benefits like many advantage plans
 - Dental, vision, etc.

Steps to Purchasing a Medigap Policy

- 1) Identify if you have guarantee issue or open enrollment protections to purchase the policy. *If not, you may need to pass health underwriting and may be denied a policy.*
- 2) Determine which type of policy you are interested in purchasing.
- 3) Find out which insurance companies sell Medigap policies in Wisconsin. ([PI-010.pdf](#))
- 4) Contact multiple insurers that sell the type of policy you are looking for and compare costs.
- 5) Purchase the Medigap Policy.

MEDICARE ADVANTAGE TRIAL PERIODS



What is a Medicare Advantage Trial Period?

- A time period (12-months) which a beneficiary can try a Medicare Advantage Plan and still have the opportunity to return to Original Medicare and purchase a Medigap policy.
- When using a 'trial period' beneficiaries will have the ability to purchase a Medigap policy, or return to their previous policy with guarantee issue protections.

Federal Trial Periods

Medicare Advantage Special Enrollment Period Age 65

Allows beneficiaries who enrolled in a Medicare Advantage Plan at age 65 during their Medicare Initial Enrollment Period 12 months to return to Original Medicare and purchase a Medigap policy.

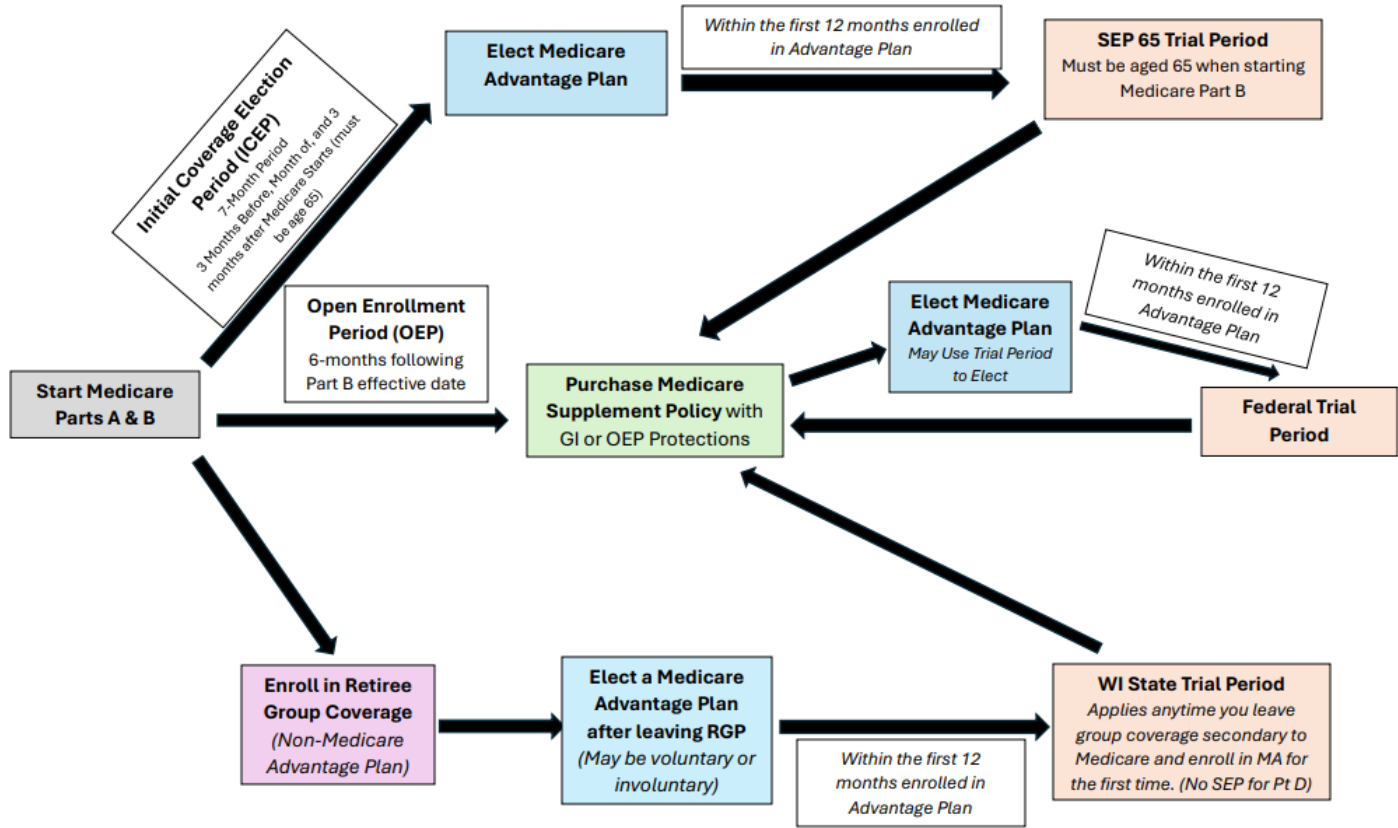
Medicare Advantage "Trial Period"

Allows beneficiaries of any age, enrolling into a Medicare Advantage plan for the first time when dropping a Medigap policy the ability to disenroll from their Advantage plan and return to Original Medicare and their Medigap policy, if still available. They must make this 'return' within the first 12 months of enrollment in their Advantage plan.

Wisconsin State Trial Period

- If a beneficiary leaves an employer-sponsored group health plan to enroll into a **Medicare Advantage plan for the first time**, the beneficiary is given guarantee issue to purchase a Medigap policy as long as a beneficiary disenrolls from the advantage plan within the first 12 months of that coverage.
- To disenroll from the Advantage plan, a beneficiary needs to use a federal enrollment periods to switch back to Original Medicare.
- This Trial Period does not have a 'built in' special enrollment period.

Medicare Federal and Wisconsin State Trial Periods Flowchart
11.24



Note: The SEP 65 and Federal Trial periods contain SEPs to enroll in Medicare Part D and disenroll from Medicare Advantage as applicable. The Wisconsin state trial period does not contain these SEPs to disenroll or enroll from Advantage plans and Part D respectively.



ONLINE RESOURCES



Medigap Helpline Online Resources

Webpage - [BOALTC Resources](#)

Medigap Helpline Services	
Medicare	+
Medicare Supplements (Medigap)	+
Medicare Advantage Plans	+
Prescription Drug Options	+
Other Types of Coverage	+
Long Term Care Insurance (LTC)	+
Resources	

Resources

MEDIGAP HELPLINE RESOURCES

The Medigap Helpline uses the following public-facing resources in our Medicare-related insurance counseling with Medicare beneficiaries. Resources can be found below. **Click the category names below to display the corresponding resource links (green and underlined).**

Resources produced by the Board on Aging and Long Term Care are current as of the date listed on the publication. Resources in each section are listed in numerical order.

- ▶ **Medicare Part D or Advantage Plan Review Process Resources**
- ▶ **Medicare Supplement (Medigap) Policy Resources**
- ▶ **Medicare Advantage Plan Resources**
- ▶ **Medicare Part D & Prescription Drug Resources**
- ▶ **Other Medicare (CMS) Resources**
- ▶ **Medicaid & Medicare Resources**
- ▶ **Long Term Care Insurance Resources**
- ▶ **Other Insurance-Related Resources**

SHIPta Medigap Plan (Policy) Finder

Q Run a Quote

Zip Code

County

Age

Gender

Tobacco

Plan

Sort By

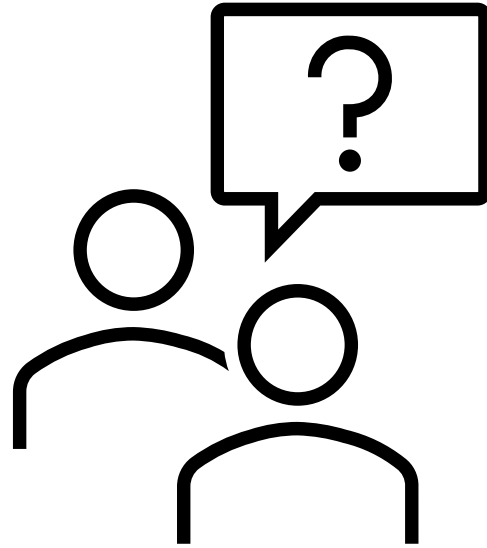
Effective Date

Household Discount

Client/Label (Optional)

Show Advanced

Questions?



Presenters

Nick Lutes (he/him)

Medigap Helpline Services Supervisor

Board on Aging and Long Term Care



THANK YOU!

