

# eBulletin

## Independence Sales Presentation Updated With 2017 Cost-sharing Information

The Centers for Medicare & Medicaid Services released the 2017 cost-sharing information for individuals with Medicare. Additionally, the Social Security Administration announced a 0.3 percent cost-of-living increase for monthly Social Security and Supplemental Security benefits.

### Action required:

The 2017 Independence Blue Cross (Independence) Medicare Advantage sales presentation has been updated to include the new 2017 cost-sharing information featured in the Medicare Basics section of the presentation. **You are required to delete the old version of the electronic sales presentation and download the updated version.**

To download the presentation, simply log in to the Broker eStore, click Independence 2017, and then click Sales Presentations. You will then see a hyperlink to download the presentation. Choose the correct version of the presentation (Bucks/Philadelphia or Chester/Delaware/Montgomery). Be sure to save these to your laptop for use.

### 2017 Cost-sharing Highlights:

- The standard Part B Premium for 2017 is \$134 (or higher depending on a beneficiaries income)
- For most beneficiaries in 2017, the Part B premium will be approximately \$109.
- Note: Beneficiaries whose Part B premium is deducted through their monthly Social Security benefit will pay less than the Standard Part B premium of \$134.
- In 2017, Social Security will confirm with beneficiaries the exact

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### Did you download the 2017 sales presentation?

You can find the updated presentation on the [Broker eStore: Products>IBC 2017](#)> Sales Presentation

### Have you downloaded the monthly Provider Directory Addendum?

Visit the [Agent Access Portal](#) and search "addendum" to see all current addenda.

**Broker eStore**

amount of their Part B premium

Beneficiaries will pay \$134 (or higher depending on income) if they:

- do not receive Social Security benefits
- enroll in Part B for the first time in 2017 are directly billed for their Part B premium
- are dually eligible for Medicaid and have their premium paid by state Medicaid agencies (your state will pay the standard premium amount of \$134)
- pay an income-related premium

The annual deductible for all Medicare Part B beneficiaries will be \$183 in 2017, compared to \$166 in 2016.

To view a complete outline of the Medicare 2016 and 2017 costs at a glance, click [here](#).

## Strong Provider Networks Ensure Access To Quality Care

Independence provides Medicare Advantage members choice, flexibility, and access to high-quality services through strong provider networks. Our plans do not have tiered networks, making finding a provider simple for you and your clients.

Keystone 65 Select HMO, Keystone 65 Preferred HMO, and Personal Choice 65SM PPO continue to offer the extensive networks that they are known for through providers and hospitals across Southeastern Pennsylvania, New Jersey, Delaware, and Maryland.

Keystone 65 Focus Rx HMO features a defined network of 28,000 doctors and 21 hospitals across local communities in our region offering great choices for members. It's important that you confirm participating hospitals, primary care physicians, and specialists before enrolling beneficiaries.

Here is an at-a-glance network summary:

- **Personal Choice 65SM PPO** includes more than 77,500 providers and more than 100 hospitals as well as a national network of physicians across 35 states and one territory.
- **Keystone 65 Preferred HMO** includes more than 84,000 providers and more than 100 hospitals
- **Keystone 65 Select HMO** includes more than 75,000 providers and more than 65 hospitals

Visit the [Broker eStore](#) for sales and marketing materials.

### Agent Access Portal

Visit the [Agent Access Portal](#) to view resources, including archived emails and webinars.

### Independence Broker Medicare Resource Center

If you have questions, please contact us by calling 1-888-234-3313 or by emailing [ibxmedicarebroker@ibx.com](mailto:ibxmedicarebroker@ibx.com)

### Hours of Operation

Monday – Friday:  
8:30 a.m. – 5 p.m.

### Extended AEP Hours October 1 – December 7

Monday – Thursday:  
8:30 a.m. – 7 p.m.  
Friday:  
8:30 a.m. – 6 p.m.  
Saturday:  
10 a.m. – 2 p.m.  
Wednesday, December 7:  
8:30 a.m. – 8:30 p.m.

### Holiday Closing Information:

11/23: 3 p.m. closing  
11/24 – 11/25: Closed  
12/23: 12 p.m. closing  
12/26: Closed

- **Keystone 65 Focus Rx HMO** includes more than 28,000 providers and 21 hospitals

Finding a provider is at your fingertips! Just use the online [Find a Provider](#) search tool – the most up-to-date and comprehensive list of providers in our networks. To assist you and your clients in using this tool, we developed a [flyer](#) that you may give to beneficiaries, providing step-by-step instructions. You can download it or order free copies from the Broker eStore under the Provider Directory section.

## More Support to Help You Sell our Plans

Are you telling your clients and prospects about the nurse hotline, health coaches, routine podiatry, chiropractic care, enhanced disease management and low-cost cardiac and pulmonary rehabilitation benefits that are part of all of our Medicare Advantage products?

We have CMS-approved benefit overviews to help you showcase our exciting plan benefits when marketing to beneficiaries:

[Medicare Advantage Additional Benefits Overview](#) - highlights benefits that help members take charge of their health, including the nurse hotline, health coaches, routine podiatry and chiropractic care, enhanced disease management, and low-cost cardiac and pulmonary rehabilitation.

[SilverSneakers® Benefit Overview](#) - highlights this popular benefit that provides free access to fitness centers and classes at over 13,000 gyms nationwide. The benefit also includes SilverSneakers® Steps, which offers in-home workouts for various fitness levels and lifestyles.

[TruHearing® Benefit Overview](#) - highlights our exciting hearing aid benefit. This benefit offers members a low copayment on hearing aids, and includes a warranty, free batteries and other great advantages. The TruHearing® benefit comes with the Keystone 65 Preferred HMO and Personal Choice 65<sup>SM</sup> PPO plans, and is included when a member purchases the Choice Program with the Keystone 65 Select HMO or Keystone 65 Focus Rx HMO plans.

[Visitor/Traveler Benefit Overview](#) - highlights this flexible program that comes with the Personal Choice 65<sup>SM</sup> PPO plan. When members visit Blue Cross/Blue Shield providers participating in the Visitor/Traveler network in any of the 35 participating states and Puerto Rico, they will pay the same benefit level (in-network cost-sharing) as they would if

they received covered benefits from in-network providers in the local area.

We are excited about these comprehensive benefits that set us apart from the competition, and we hope you are, too!

## Independence Broker Medicare Resource Center Holiday Hours

To provide additional support during AEP, the Independence Broker Medicare Resource Center will continue to offer extended hours through Wednesday, December 7.

- Monday-Thursday: 8:30 a.m. – 7 p.m.
- Friday: 8:30 a.m. – 6 p.m.
- Saturday: 10 a.m. – 2 p.m.
- **Wednesday, December 7: 8:30 a.m. – 8:30 p.m.**

Also, please note the following holiday hours:

Wednesday, November 23	8:30 a.m. to 3 p.m.
Thursday, November 24	Closed
Friday, November 25	Closed
Thursday, December 23	8:30 a.m. to 12 p.m.
Monday, December 26	Closed

The Independence Broker Medicare Resource Center is available to help you with any questions, so please do not hesitate to reach out at 1-888-234-3313 or by email at [IBXMedicareBroker@ibx.com](mailto:IBXMedicareBroker@ibx.com).



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View our [Privacy Policy](#).

