



MEDICARE  
LONG TERM CARE

## Supporting your employee retirement healthcare planning

Transitioning to Medicare can be a daunting experience.

As employees approach age 65, the unread Medicare literature often grows alongside their mounting anxiety. The truth is, many people simply don't know where to start.

Employees need a reliable resource to guide them through, and who do they come to?

**Their Human Resources Department.**

# Bringing Value to Employers and Human Resources Departments

HTA offers a valuable, free educational service to near-retirement employees.

Our employee education alleviates the questions, concerns and confusion that is typically directed to the Human Resources Team, making your job easier and benefitting your employees.

## Our Services

### Group Educational Seminars

The seminar is provided either in person or via webinar at no cost to you or your employees. The 30-minute informative presentation (with time after for Q&A) provides a comfortable, no-pressure environment for learning and gathering information. It is great for anyone who is (or has loved ones) nearing age 65 and/or retirement.

### “Roadmap to Medicare” Consultation and Report

Since each employee’s situation may be different, we provide a no-cost phone consultation as preparation for all aspects of retirement healthcare and offer personalized recommendations.

This is followed up with a detailed summary email and report outlining the employee’s specific “action plan,” based on their unique health needs and situation.

We collect details on the individual’s specific situation to best advise on:

- Transitioning from a Group Health Policy to Medicare
- When to enroll or defer Medicare Part B if not retiring at age 65

- What happens when couples do not turn 65 at the same time
- Open Enrollment, Guaranteed Issue Periods and late penalties
- What does Medicare cover and not cover
- Is secondary insurance necessary and what are the options

### Medicare Coverage Plan

HTA’s Client Services Team will provide gentle guidance and support for choosing the most suitable, cost-effective plan.

We shop all Medicare-related products from over 30 leading insurance carriers. The Medicare Insurance Specialist will explain the products and help complete the enrollment.

From application through underwriting, we’re there to explain the products and help complete the enrollment.

At each Annual Enrollment Period, HTA will contact employees to make sure they have the most suitable Medicare Prescription Drug Plan to cover their needs for the next year.

Employees will always have unlimited phone support for future questions and assistance.


## Reliable Advice from a Trusted Resource

HTA has been selling Medicare-related products for over 20 years. Our Client Services Team members are licensed experts in Medicare Insurance and have an intimate knowledge of the products and carriers.

Regardless of who they speak with, our detailed training program ensures clients get the same high-quality advice.

In addition, each team member consults with Medicare beneficiaries in a supervised training environment prior to working with a referred employee.

Your employee has the ability to get quick answers by speaking with any available team member. However, they also have the ability to work with a single representative by scheduling a telephone appointment when their assigned rep is not available.

 *HTA Benefits Advisors are not compensated based on sales. They are salaried professionals who give high quality advice regardless what insurance carrier you enroll with or even if you enroll at all. As a result, you can be sure that they'll help you make an objective choice that's right for you.*

## Setting up Services

If you are interested in scheduling Educational Seminars, Webinars or Personal Consultations for your employees, or if you simply have questions about Medicare, call (610) 430-6650 and one of our experienced Medicare Services Representatives will get you started.

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## Referring an Employee

There is no need to gather data prior to the call. Simply ask your employee to call 610-430-6650 and one of our experienced Medicare Services Representatives will walk them through the process.

### Employee Experience

Our Client Services Team specializes in making the employee feel comfortable and reducing anxiety through this confusing time. The initial phone call is to gather data and set their mind at ease that we will simplify this process for them.

The initial intake takes approximately 5-15 minutes, depending on where they are in their Medicare On-Boarding Process.

They should have their prescriptions handy.

They will schedule a phone appointment, at their convenience, for a licensed Medicare Insurance Specialist to educate them on the Medicare On-Boarding process and review their insurance options with them.

“We have received wonderful feedback from the employees who have contacted HTA for Medicare assistance. We also find your Group Educational Sessions to be very informative and well received. Thank you for your education and guidance.”

*Patricia M. HR Manager  
Southeastern, PA University*

“Thanks for the Medicare email and info. I spoke to several of our docs at the annual Christmas party and they were elated over how easy you had made maneuvering the “maze of Medicare!” Must feel great to have a job that has nothing but good comments from the people you speak with, myself included.”

*Rick C. HR Manager  
Richmond, VA Cardiology Group*



Call the HTA Employer Services Team  
to discuss how we can help your  
business!

**(610) 430-6650** *(option 3)*

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