

## IMPACTS AND TRENDS IN THE MEDICARE MARKETPLACE

(1 HOUR CLASS)

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|-------------------|------|--|
| 9:00 am – 9:10 am | I.   | Projections <ul style="list-style-type: none"><li>A. Population</li><li>B. Medicare Spending<ul style="list-style-type: none"><li>1. Reality vs Projections</li><li>2. Future Projections</li></ul></li><li>C. Legislative Effects<ul style="list-style-type: none"><li>1. Skilled Nursing Facility</li><li>2. CARES Act</li></ul></li></ul>   |
| 9:10 am – 9:20 am | II.  | Medicare Advantage Plans <ul style="list-style-type: none"><li>A. Increase Competition</li><li>B. What's New<ul style="list-style-type: none"><li>1. Med Adv – MSRD</li><li>2. 21 Century CARES Act</li></ul></li><li>C. MAPD Pricing<ul style="list-style-type: none"><li>1. ESRD Impact</li></ul></li><li>D. MA Penetration by State<ul style="list-style-type: none"><li>1. DSNP Expansion</li><li>2. Part C MA</li></ul></li></ul> |
| 9:20 am – 9:30 am | III. | Changes Already Seen <ul style="list-style-type: none"><li>A. Plans G&amp; N</li><li>B. Underwriting</li><li>C. Shift In Rate Structure</li><li>D. Plan Innovation</li><li>E. Pan F</li><li>F. Medicare Supplement Expansion</li><li>G. Medicare Supplement Loss Ratio</li></ul>   |
| 9:30 am – 9:35 am | IV.  | Consumer Medicare Choices <ul style="list-style-type: none"><li>A. Plan Options L, HDG, &amp; N</li></ul>  |
| 9:35am – 9:45 am  | V.   | Whats Driving Change <ul style="list-style-type: none"><li>A. Vertical &amp; Lateral Carrier Integration</li><li>B. New Models of Healthcare</li></ul>   |
| 9:45am – 9:50 am  | VI.  | AEP Outlook <ul style="list-style-type: none"><li>A. What to Expect</li></ul>  |