

Medicare Trends and Updates

1. **Medicare Supplement in 2020** – 10 minutes
 - a. What are the changes?
 - b. Who does this impact?
2. **LTC & Ancillary Benefits in MA Plans** – 10 minutes
 - a. What can plans now include?
 - b. What should we expect for 2020 MA plan filings?
3. **Lessons Learned from new Open Enrollment Period** – 10 minutes
 - a. How did agents attempt to market compliantly?
 - b. How did this impact sales or movement?
4. **Gain in MA Market Share** – 10 minutes
 - a. MA gain in share over last 2-4 years vs MedSupp membership
 - b. What does this say about consumers wants and needs
5. **Availability and Adoption of Online Enrollment** – 10 minutes
 - a. Increased availability of online avenues for consumer enrollment
 - b. How should brokers react to stay with the market

Break: 10 minutes

6. **MACRA 2020 Enters the Market** – 10 minutes
 - a. What it does?
 - b. What it doesn't do?
7. **What about Plan F** - 20 minutes
 - a. Existing Plan F policies?
 - b. Potential Plan F increases?
 - c. Options for current Plan F members?
8. **Affect on Consumer Purchasing** – 10 minutes
 - a. Med-Supp product share?
 - b. Medicare Claims scenario?
9. **Impact on Medicare Advantage Plans** – 10 minutes
 - a. MA growth?
10. **MACRA Rules** – 10 minutes
 - a. Carrier – Broker?
 - b. Watch for dates?
 - c. Summary