

GRATEFUL

A GAINSOLETTI QUARTERLY NEWSLETTER



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THIS AIN'T THE DELTA!

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**HELP US ENSURE OUR
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Insight into Medicare Advantage Plans

by Gary Gainsoletti, CPA, CFP®

I don't watch much television but when I do, I am blown away at the number of ads for Medicare Advantage Plans. People like Joe Namath, Richard Shatner, and "Dyno mite" screaming and hollering about free medical coverage. "Just call and get your zip code, you may get money back!" So, the ad for sure is NOT free, so how free is Medicare Advantage Plans?

Before you jump ship from the traditional Medicare plans, we think there are some things you need to know.

<i>Medicare Supplements</i>	
Pros	Cons
Covers 20% of cost that Medicare omits	Costly
Guaranteed renewable	
Standardized coverage	
No networks	
No referrals required	
<i>Medicare Advantage</i>	
Pros	Cons
Usually no cost	Replaces Medicare Part A & B
May have some dental	No renewal guarantee
May have some vision	Co-pays
	Deductibles
	Restricted to HMOs
	Restricted to Networks
	Referrals often required
	MaxOut of pocket \$4K-\$7K per year

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Insight into Medicare Advantage Plans

(cont.)

If you are considering a Medicare Advantage Plan, rather than conventional Medicare, here are some questions to keep in mind.

Providers, hospitals, and other facilities:

- Will I be able to use my doctors? Are they in the plan's network?
- Do doctors and providers I want to see in the future take new patients who have this plan?
- If my providers are not in-network, will the plan still cover my visits?
- Which specialists, hospitals, home health agencies, and skilled nursing facilities are in the plan's network?

Access to health care:

- What is the service area for the plan?
- Do I have any coverage for care received outside the service area?
- Who can I choose as my Primary Care Provider (PCP)?
- Does my doctor need to get approval from the plan to admit me to a hospital?
- Do I need a referral from my PCP to see a specialist?

Costs:

- What costs should I expect for my coverage (premiums, deductibles, copayments)?
- What is the annual maximum out-of-pocket (MOOP) cost?
 - Note: PPOs have different out-of-pocket limits for in-network and out-of-network care. If you are considering a PPO, find out what the different out-of-pocket limits are for in-network and out-of-network care.

- How much will I have to pay out of pocket before coverage starts (what is the deductible)?
- How much is my copayment for services I regularly receive, such as PCP or specialist care?
- How much will I pay if I visit an out-of-network provider or facility?
- Are there higher copays for certain types of care, such as hospital stays or home health care?

Benefits:

- Does the plan cover any services that Original Medicare does not?
 - Dental services
 - Vision care
 - Hearing aids
- Are there any rules or restrictions I should be aware of when accessing these benefits?

Prescription drugs:

- Does the plan cover outpatient prescription drugs?
- Are my prescriptions on the plan's formulary?
- Does the plan impose any coverage restrictions?
- What costs should I expect to pay for my drug coverage (premiums, deductibles, copayments)?
- How much will I have to pay for brand-name drugs? How much for generic drugs?
- What will I pay for my drugs during the coverage gap?
- Will I be able to use my pharmacy? Can I get my drugs through mail order?
- Will the plan cover my prescriptions when I travel?

Coordination of benefits:

- How does the plan work with my current coverage?
- If I join, would I lose my job-based insurance or retiree coverage?

Our Newest Addition



It is with great pride that we introduce the newest member of our firm, Tove Mullins!

Tove obtained her master's degree in accounting from Delta State University and for the past 17 years had a rewarding career at Baxter Healthcare. She and her husband Ric live in Cleveland and have four children, Sara Elizabeth, Emma Grace, Rayna, & Ross.

We are looking for great things from Tove. Join us in welcoming her!



This ain't the Delta!

Gary and Jamey are pictured in the scenic mountains of Park City, Utah. The trip was sponsored by Raymond James and provided to those representatives who qualified for the Leaders Council. This group represents the top 300 representatives in the Raymond James organization.

Founded in 1962, Raymond James Financial has approximately 8,600 financial advisors throughout the United States, Canada and abroad. Total client assets exceed \$1 trillion. The company has been recognized nationally for its community support and corporate philanthropy.

We are proud to be a part of the Raymond James family!



Marcia's Perfect-For-The-Tailgate Recipe

Football Cheeseball

Ingredients:

- 16 oz. shredded cheddar cheese
- 1 cup mayo
- 1 cup chopped green onion
- 6 oz. real bacon bits
- pepper jelly

Directions:

- In a large bowl, mix the shredded cheddar cheese, mayo, chopped green onion, and bacon bits well.
- Form the mixture into a football, or any other shape you desire and chill overnight.
- Finally, top with pepper jelly and serve with crackers of choice. Enjoy!

Office Hours Notice

Our office has grown over the past couple of years and so have our families. This season brings back to school, football, so many other extracurricular activities, and actually a lighter work load. To achieve the work-life balance that everyone is seeking in this day and time, we are going to try a shorter work week for a few months. **Our office will be closing at 3:00 p.m. Monday-Thursday, but we are always available via cellphone call or text.** If you do not have our cell numbers, please call our office so we can provide those to you.

ATTENTION



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We would like to ensure the records of our clients' information is correct & up to date. Please take a minute to fill out a quick form with your updated information. Simply scan the QR code to fill out the form. All client's who do so, will be entered to win a **\$100 amazon gift card.**

