

2023 Plan Year Senior Care Plus Medicare Product Training

Senior Care
Plus 

Agenda

- *General Training*
- *Compliance Training*
- *2023 Senior Care Plus Benefits*
- *Sales Material Ordering*

Broker Certification

You must be onboarded and certified to sell Senior Care Plus Medicare Advantage products.

If you have created your account in eQuote and emailed your current AHIP certification to onboarding@hometownhealth.com you are ready to complete the broker product training and test.

Pass the Senior Care Plus specific enrollment and plan knowledge test.
This test is electronic and available at:

INSERT TEST LINK

Administration and Oversight

Senior Care Plus is the product name of the Medicare Advantage plan offered by Hometown Health

- Governed by the Centers for Medicare and Medicaid Services
- Overseen by the Nevada Division of Insurance
- Must follow all Marketing and Communications Guidelines published annually by CMS
- <https://www.cms.gov/Medicare/Health-Plans/ManagedCareMarketing/FinalPartCMarketingGuidelines.html>
- Senior Care Plus utilizes secret shoppers to ensure compliance with marketing by third parties



Health Plan
Expires 09/01/2024

Important Dates

- Plan information (including information in this presentation may not be shared with any member of the public before 10/01/2022
- Enrollment forms, online enrollments, or Enrollment Packets may not be completed or handed out prior to 10/15/2022
- The 2023 Plan year enrollment application will go live on www.SeniorCarePlus.com on 10/15/2022
- Enrollment forms received after 11:59 pm on December 7, 2022 will not be accepted (unless there is a valid SEP)



Enrollment of Beneficiaries

All CMS required guidelines must be followed

- Scope of Appointment cards must be filled out for all prospective members that attend one on one meetings. The cards will be kept by agent/broker in the event they are required by CMS. Sample Cards are available on the Hometown Health Website.
- Brokers and Agents should use the online enrollment portal and may assist members in filling out the electronic enrollment at www.SeniorCarePlus.com
- All applications must be complete. Incomplete/illegible/improperly filled out applications will not be accepted.
- Electronic Enrollment are MANDATORY for all enrollments. In rare cases where paper enrollment forms are required, they must be scanned and emailed to enrollment@hometownhealth.com

Requirements to Receive Commissions

All Brokers and Agents that wish to receive compensation for selling Senior Care Plus must:

- Be properly on-boarded
- Provide proof of Errors and omissions insurance
- Provide a W-9 with Tax Identification number
- Acknowledge the Senior Care Plus MAD Agreement
- **Enter their National Producer Number in the required space in the online application FOR 2022 EFFECTIVE DATES**
- Online applications received without NPN or with incorrect NPN will not be eligible for payment of commission
- Remain in good standing with the Nevada Division of Insurance and remain current with all certifications
- Complete AHIP 2022/2023 certification

Senior Care
Plus 

A Medicare Advantage Plan from Hometown Health.

Senior Care Plus

2023 Service Area

Senior Care Plus plans are available in Carson City, Clark, Nye and Washoe counties.



Provider Networks

Northern Nevada

*Hometown
Health* 

Renown[®]
HEALTH

Southern Nevada

P3 Health Partners
Medical Group

*Built by **Doctors**. Loved by **Patients**.*

Northern Nevada Plans

Patriot – Essential - Select

Renown Preferred – Extensive Duals

Washoe County – Carson City



2023 Changes to all Senior Care Plus Plans

- ***Liberty Dental Replaces Delta Dental***
 - *All Plans Except the Essential Plan (012) now have comprehensive dental coverage with zero member coinsurance! Preventive does not count toward the comprehensive benefit amount! Members must use in network providers*
- ***Nations Benefits Replaces Fieldtex and TruHearing***
 - *Nations Benefits will provide OTC with west coast fulfillment (more choices with faster delivery times)*
 - *Nations Benefits will provide hearing aid benefits (more providers, more models to choose from, and lower member copays)*
 - *Nations Benefits will provide Mastercard flex rewards cards for members that complete rewards and incentives initiatives*
 - *Nations Benefits will provide the Personal Emergency Response System and meal benefits for the Senior Care Plus Extensive Duals DSNP plan*
- ***Addition of multiple new DME providers bringing total to 6***
- ***Increases Eyeglass Coverage to \$250 every year, lowered Exam to \$0***

Plan Highlights

Senior Care Plus Patriot Plan

- Max out of pocket cost lowered to \$2,500
- Part B premium rebate increases to \$75 per month!
- Preventive and \$1,500 comprehensive dental benefit with zero member coinsurance.

Plan Highlights

Senior Care Plus Select Plan

- Lower Copayments across the board
- Max Out of Pocket Reduced to \$1,750
- Preventive and \$1,500 comprehensive dental benefit with zero member coinsurance.
- OTC Allowance increased to \$150 per quarter

Plan Highlights

Senior Care Plus Extensive Duals Plan

- Continued \$0 premium and \$0 cost share for full LIS eligible members with Medicaid
- Preventive and \$2,000 comprehensive dental benefit with zero member coinsurance.
- OTC Allowance increased to \$175 per quarter

Southern Nevada Plans

Complete Plan
Clark & Nye Counties



Senior Care
Plus 

The logo for Senior Care Plus features the words 'Senior Care' and 'Plus' stacked vertically in a black serif font. To the right of the word 'Plus' is a red heart icon.

Plan Highlights

Senior Care Plus Complete Plan

- Preventive and \$1,250 comprehensive dental coverage with zero member coinsurance.
- Max out of pocket lowered to \$1,500

Broker Sales Kits

Senior Care Plus has listened
to our Broker Partners!

True broker sales booklets
will be available to order by
calling 775-982-3100 after
September 15th