

Producer Online News

Colorado Medicare Supplement Rate Action, Effective January 1, 2021

October 8, 2020

Knowing this year's selling season will look much different from prior years due to the pandemic, we wanted to ensure that you are well informed, ready to sell, and prepared for discussions with your existing clients. As such, Anthem Blue Cross and Blue Shield filed our 2021 premium rates with the Colorado Department of Insurance as early as possible. We want to share with you some important information and the rate adjustments effective January 1, 2021, in Colorado.

Some key selling points:

- Your clients can receive a 5% discount if there is more than one Medicare Supplement policy written in a household with us.*
- In addition, they can receive \$2 per month off their premium if they enroll for automatic monthly premium withdrawals taken directly from their bank accounts.
- We offer the **SilverSneakers®** program and several discount programs through **Special Offers**, including the **ScriptSave** prescription savings card that is accepted at more than 65,000 pharmacies nationwide.

* See the Enrollment kit for more information on the program and eligibility requirements.

What information will my clients receive about their renewing plan?

We will be mailing member renewal notices to your clients regarding their coverage in the coming weeks. See the links below for additional information your clients will receive:

Important Information: We will also include any required state or federal notices with the renewal notice, such as, but not limited to, the Notice of Privacy Practices (NOPP) and the Medicare Notice of Changes (MNOC). Based on the release of information contained within these documents, they may be mailed separately from the renewal letter.

The chart below shows the rate action approved by the Colorado Department of Insurance for Anthem, effective January 1, 2021:

Plan	Average Rate Increase
Pre-Standardized	0.0%
Pre-2010 Standardized 65+	
Plan A	1.4%

Plan B	0.0%
Plan F Pre-2006	0.0%
Plan F - 2006	0.0%
Plan F High	0.0%
Plan I	0.0%
Plan J	2.7%
Plan L	0.0%
Total Pre-2010 Standardized	0.2%
2010 Modernized 65+	
Plan A	1.4%
Plan F	0.0%
Plan F High	0.0%
Plan G	3.0%
Plan N	4.2%
Total 2010 Modernized	1.3%
2010 Modernized Disabled	1.4%
TOTAL	1.1%

Please note the Outline of Coverage includes the 2020 Medicare amounts and the approved rates effective January 1, 2021. Upon the release of the 2021 Medicare cost-sharing amounts, we will update our **interim** 2021 Presales Kit.

IMPORTANT REMINDER: MACRA (Medicare Access and CHIP Reauthorization Act of 2015) created new rules for those who become Medicare-eligible **on or after** January 1, 2020 due to age or disability (defined as ‘newly eligible’). The new rule prohibits those **newly eligible** for Medicare from purchasing Plans C and F. (Anthem offers Plan F.) We continue to make Plan F available to those eligible for Medicare **prior to** January 1, 2020.

Colorado Special Enrollment Period (SEP): In Colorado, all carriers are required to offer an SEP that begins on January 1, 2021, and ends June 30, 2021. This SEP is for individuals currently enrolled in Plans C, F, or High Deductible F. Under this SEP, individuals can make one change to their policy, and proof of current enrollment in a Medicare Supplement Plan C, F, or High Deductible F is required. A CO SEP kit will be available to order through RRD. To ensure timely processing, please ensure that proof of current Medicare Supplement coverage in a Plan F is included with the SEP Application. Please note that Anthem **does not** offer Plans D or High Deductible G. **Permitted plan change under this SEP include:**

- Plan C to Plan D
- Plan F to Plan G
- High Deductible F to High Deductible G

At Anthem Blue Cross and Blue Shield, we are committed to helping you succeed. We know you are a huge part of our strength and success, and we value your commitment to the members.

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This article applies to:

Colorado
Senior and Medicare

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