

SENIOR BENEFITS

Putting people back into the people business

Today's Agenda



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Putting people back into the people business

Pat Perkins



have been married for over 30 years.
My wife has worked as a nurse and in the medical industry for just about as long. We have enjoyed living in the Twin Cities area since 1989. We have 3 children as well. One of my daughters is also a nurse and it's fair to say that healthcare has been a regular topic of discussion around our dinner table. Our household interests and passions include traveling, music, hiking, swimming, bowling, and martial arts, just to name a few.

Each phase of my professional career has included a strong focus on customer service.

My background includes 16 years in retail, 25 years as a manager in the home mortgage industry and I'm now helping folks select suitable healthcare.

My passion is to help each of my clients get the information they need to make the best decisions for themselves and their families. Whether planning for retirement or actively moving into that season of life, receiving all the information and service they need, can help to minimize stress and uncertainty. My goal is to always treat others the way I would want to be treated. I look forward to helping you in the future.

How We Help People

Everything we do builds from the "people first" foundation. It's a credo we live by. **American Senior** Benefits (ASB) is dedicated to making insurance decisions easier, more informed, and highly personalized for our clients.

Rated A+ since 2006 by the Better Business Bureau. We feed a child for 45 days through Feed My Starving Children for every client we serve with a policy*

Free college tuition program for doing business with us*

* excludes medicare advantage,

Dental, and PDP plans

Visit <u>www.asbmn.com</u> for more information

Retirement Planning

Transition from asset accumulation to income generation and asset distribution with:

- Pension maximization / Pension Protection Act
- Guaranteed lifetime income options
- Avoid income loss from accidents, illness or disability
- Social security preparation
- Tax reduction / Deferred income

Benefits at retirement.

- IRA & ROTH IRA
- Rollover IRA
- SEP IRA

Long-Term Care Planning

Learn about the new face of Long-Term Care:

- Individual or Group Education Sessions
- Protect assets from spend down
- Previously denied? *NEW hybrid options
- Get the care you need in the comfort of your own home. You choose!

Life Insurance / Final Expense

Prevent loss of legacy, home, or business. Pass on wealth tax free to loved ones; insuring continuance or enhancement of lifestyle. Was your Life policy purchased before 2020?

New rates = Lower Premiums:

- Life Insurance all ages
- Final Expense/Funeral/Legacy
- Death Benefit & Income Protection
- Mortgage or Term Insurance
- Life/LTC hybrid plans
- College preparation/loan opportunities
- Estate planning

Health Insurance for All Ages

Educate and review annually all health care options and costs.

- MNsure: major medical, under 65
 MNsure certified office
- Medicare: 65+ or SS Disability
- Part D: Prescription Drug
- Cancer / Stroke / Critical Illness / Disability
- Dental & Vision

Our Partners

Hand-selected providers who not only care about the services they offer, but also about the entire experience they create.

Attorney Services

John Markve jamarkve@mzlaw.us (763) 420- 8943

Home and Auto Insurance

Joel Jacobson ijacobson@agency10.com (952) 239-7353

Certified Public Accountant

David Sprout david@sprouttaxandaccounting.com (763) 898-3536

AMEC Home Loans

Christy Carr NMLS# 347252 christycarr@amecinc.com (612) 408-1781

Partnering Companies

It's our goal
to provide
solutions to these
concerns. In
keeping with our
promise we offer
nothing but the
best products
from Industry
leaders.

Medicare

Aetna / Continental

American Retirement Life Insurance Company

Assured Life Association

Bankers Fidelity Life Insurance Company

Blue Cross Blue Shield

A + Central State Indemnity

B Equitable Life & Casualty

Gerber Life

N/R Healthpartners

A- Humana

Loyal American Life Insurance Company®

N/R Medica

Medico Insurance Company

▲ Mutual of Omaha

N/R Ucare

United Healthcare (UHC) Medicare Advantage & AARP's Medicare Supplement plans

Annuities

A American Equity
A America

Allianz

B++ Athene Annuity & Life Assurance Company

Athene of Iowa

B++ EquiTrust Life Insurance Company

Great American Life Insurance Company® (GALIC)

Life of the Southwest

A National Western

A + Nationwide Life Insurance Company

A + North American Company

A + One America

Royal Neighbors of America

Life Insurance

A – Americo – Rated

A + Ameritas Life Insurance Corp

Continental Life

A Foresters - Rated

A + Lafayette Life

A + Lincoln Financial

A + Monumental Life

A + North American Company

A + Protective Life

Royal Neighbors of America

A + TransAmerica

Long-Term Care

Genworth Life— Rated "A (Excellent)"

A + Lincoln Money Guard - Rated "A+ (Superior)"

 \triangle + Mutual of Omaha – Rated "A+ (Superior)"

TransAmerica - Rated "A+ (Superior)"

Matching the Right Company Based on Your Situation



Planning Your Estate

Final Expenses
Spousal Support
Gifting
Taxes

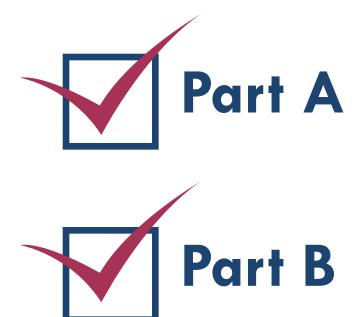
Preserving Freedom of Choice

Long Term Care
Home Health Care
Assisted Living

When you
first enroll in
Medicare and
during certain
times of the
year, you
can choose
how you get
your Medicare
coverage. There
are 2 main ways
to get Medicare:

Original Medicare

- Original Medicare includes Medicare Part A (Hospital Insurance) and Part B (Medical Insurance).
- If you want drug coverage, you can join a separate Part D plan.
- To help pay your out-of-pocket costs in Original Medicare (like your 20% coinsurance), you can also shop for and buy supplemental coverage.
- Can use any doctor or hospital that takes Medicare, anywhere in the U.S.



You can add:

Part D

You can also add:



Some examples include coverage from a Medicare Supplement Insurance (Medigap) policy, or coverage from a former employer or union.

Medicare Advantage

also known as Part C

- Medicare Advantage is an "all in one" alternative to Original Medicare. These "bundled" plans include Part A, Part B, and usually Part D.
- Plans may have lower out-of-pocket costs than Original Medicare.
- In most cases, you'll need to use doctors who are in the plan's network.
- Most plans offer extra benefits that Original Medicare doesn't cover like vision, hearing, dental, and more.

Dort A



Most plans include:





Some plans also include:

Lower out-ofpocket cost