

2022 BlueMedicare Advantage

CAROLINA SENIOR MARKETING

2022 BLUE MEDICARE AEP HIGHLIGHTS



THANK YOU!



Four-Star Rated HMO and PPO Plans



Reduced Member Cost Share

- Reduced specialist copays
- Reduced maximum out-of-pocket amounts – some as low as \$3,400
- Enhanced formulary (drug list)
- Part B premium reduction added on HMO Essential



Expanded Service Area in 2022

- Medicare Advantage Plans now in Graham County
- D-SNP plan now available in 90 counties



Increased Dental Allowance

For preventive and comprehensive services on most plans, point of service benefit (no reimbursement forms)



Over-the-Counter Products Allowance

Increased quarterly OTC allowance (available on most plans) can be used in 55,000 locations nationwide



Blue Medicare Freedom + (PPO)

A new Blue Medicare Advantage plan designed primarily for federal retirees

A photograph of an older couple sitting at a desk. The woman, on the left, has short blonde hair and is smiling at the camera while holding a white document. The man, on the right, has grey hair, wears glasses, and is looking down at the document she is holding. They are both dressed in casual attire. In the background, a window with white curtains is visible, and a laptop is partially seen on the left side of the desk.

Blue Medicare AdvantageSM

2022 AEP Market Offer

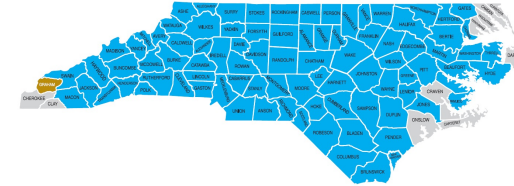
CONFIDENTIAL & PROPRIETARY

PORTFOLIO AT A GLANCE



**BlueCross BlueShield
of North Carolina**

● Available in Graham County beginning January 2022 | ● Existing available counties



HMO

MED ONLY

**ESSENTIAL
PLUS**

ESSENTIAL

CHOICE

ENHANCED

PPO

FEDERAL
BLUE

ENHANCED

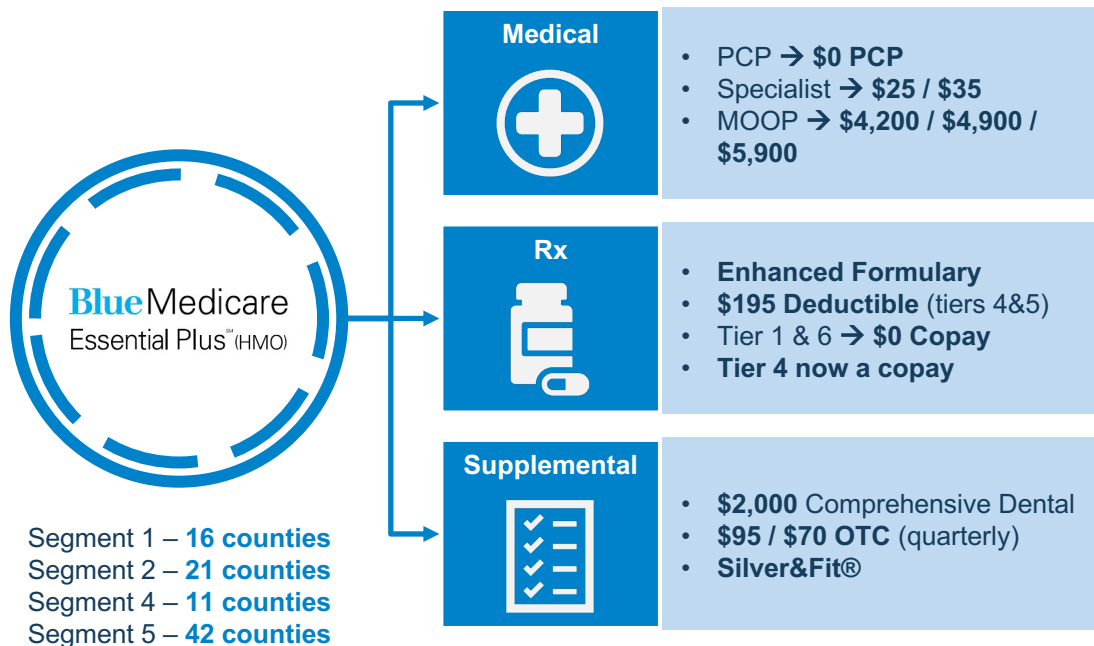
D-SNP

HEALTHY BLUE + MEDICARE

**WE CONTINUE TO FOCUS ON IMPROVING MEMBERS' HEALTH, REDUCING THEIR COST SHARE AND
ENHANCING THE SUPPLEMENTAL BENEFITS ON OUR MEDICARE ADVANTAGE PLANS**

BLUE MEDICARE ESSENTIAL PLUS

Comprehensive coverage at low premiums

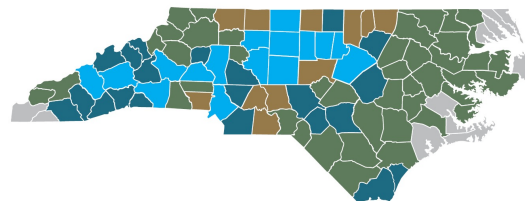


Our most popular plan for those seeking a well rounded MAPD plan!

Counties with favorable movement:

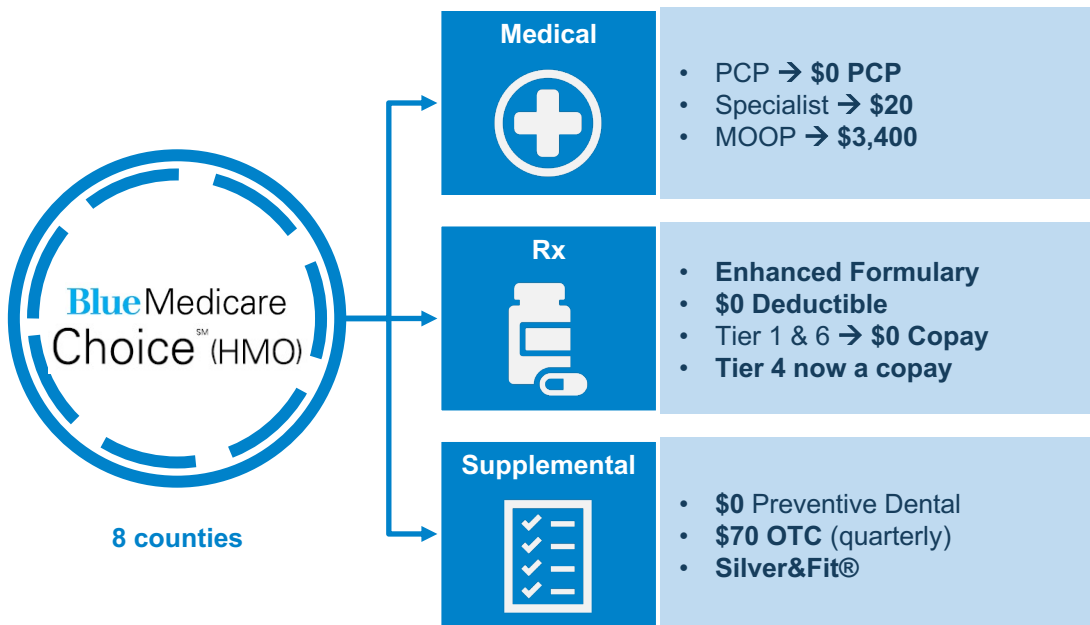
- + Moving **Iredell County** to Segment 1 – \$0
- + Moving **Johnston County** to Segment 2 – \$0
- + Moving **Gaston County** to Segment 4 – \$10

1 Essential Plus (HMO) 2 Essential Plus (HMO) 4 Essential Plus (HMO) 5 Essential Plus (HMO)



BLUE MEDICARE CHOICE

Our richest medical benefits at \$0 premium

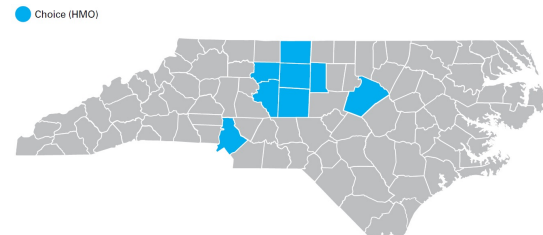


Redesigned for Medicare eligibles looking for our richest medical benefits and minimal supplemental coverage.

Service Area:

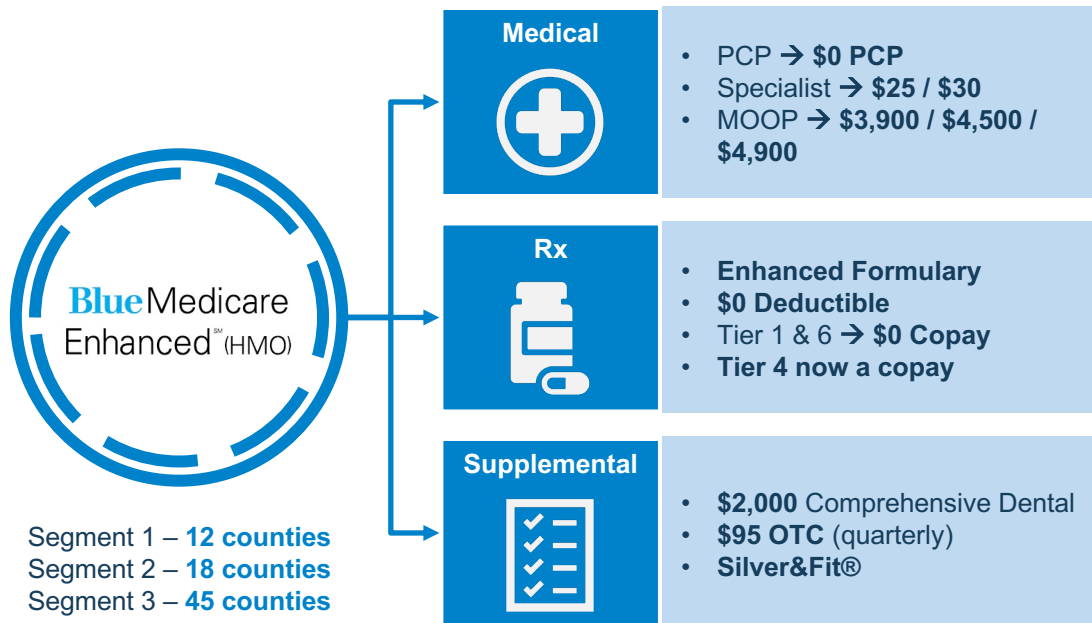
- + Alamance, Davidson, Forsyth, Guilford, Mecklenburg, Randolph, Rockingham, Wake

Eliminated tiered PCP copay.



BLUE MEDICARE HMO ENHANCED

Mid premium, open access, robust supplemental benefits

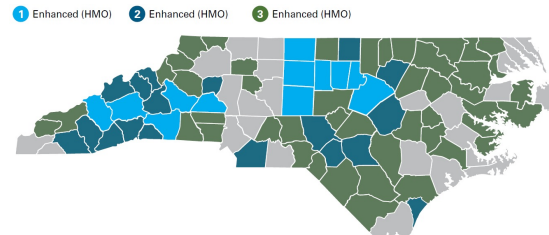


Mid-premium, open access plan for those shopping on value and lower out-of-pocket costs.

Includes robust supplemental benefits.

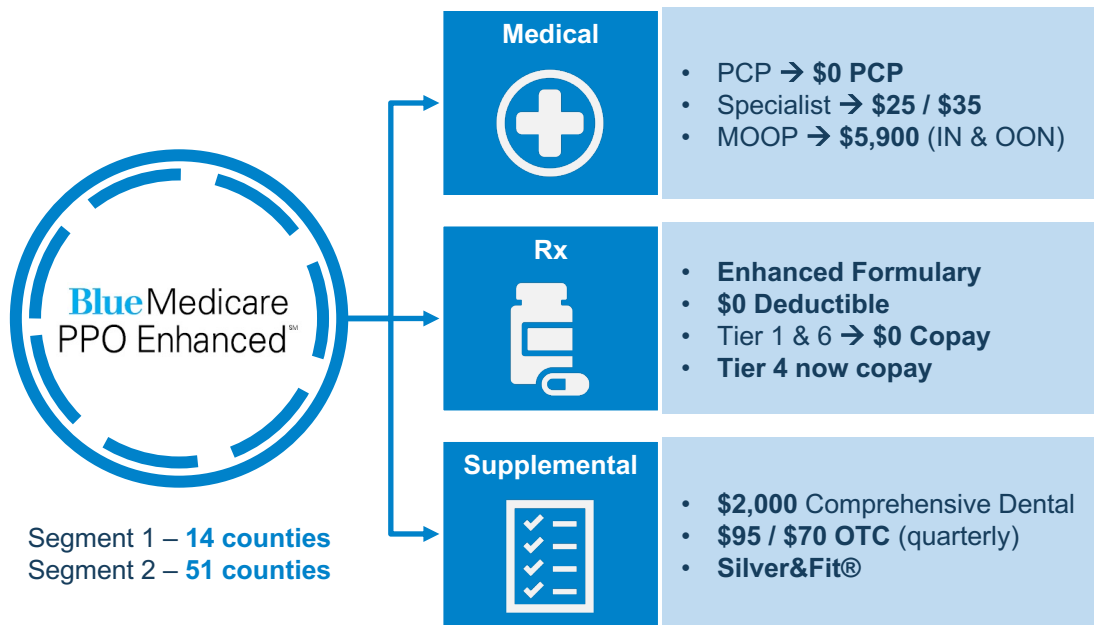
Great plan for members looking to transition from an expensive MedSupp / PDP.

+ And maintaining rich benefits



BLUE MEDICARE PPO ENHANCED

Great plan for those who like to travel & moving from a Medigap plan

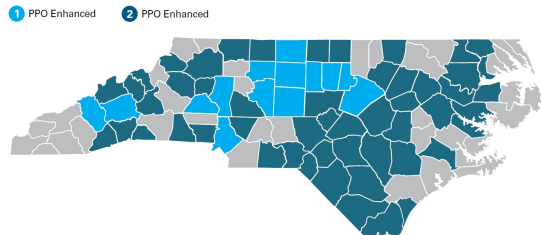


Great plan for those who like to travel and want to move from a MedSupp / PDP plan.

+ National network access for travelers

MOOP applies to both in and out-of-network services.

Premiums reduced \$20 - \$30.



HEALTHYBLUE + MEDICARE (HMO D-SNP)



Expanding our service area for Healthy Blue + Medicare by 72 counties!

We're also providing more than **\$10,000** in cash allowances for 2022. And there are now more than 51,000 network providers.

- Expanding the service area specifically to **meet the needs of this market.**

- This **Dual-Eligible Special Needs Plan (D-SNP)** is for individuals who are entitled to both Medicare and Medicaid.

- Eligibility is limited to those who **qualify for full Medicaid benefits.**

\$5,000

- ✓ Annual Comprehensive Dental Allowance

\$0

- ✓ Premium
- ✓ PCP
- ✓ Specialist
- ✓ Annual Routine Eye Exam
- ✓ Transportation
- ✓ Meals

\$5,040

- ✓ \$3,000 Hearing Aid Allowance
- ✓ \$1,200 OTC
- ✓ \$70/Month Food Allowance

YOUR LOCAL BLUE CROSS NC



One of North Carolina's largest provider networks

Our extensive provider network includes over **51,000+** providers,* including these leading health care systems:

- Atrium Health
- Cone Health
- Duke Health
- Mission Health
- Novant Health
- Physicians East
- UNC Health
- Vidant Health
- Wake Forest Baptist Health
- WakeMed
- Wilmington Health



*Blue Cross NC internal data, April 2021

More Supplemental Benefits

Blue-to-Blue™

Gives current members the ability to change plans without underwriting. (Certain restrictions apply.)



PPO Travel Program

Gives Blue Medicare PPOSM members access to providers in more than **45** states and Puerto Rico.

WE'RE HERE TO HELP



Contact our Regional Sales Executives:

WESTERN/TRIAD
Bud Grissom

Phone: (336) 580-2069
Email: Bud.Grissom@bcbsnc.com

CHARLOTTE/SANDHILLS
Rachel Patten

Phone: (704) 975-5026
Email: Rachel.Patten@bcbsnc.com

TRIANGLE/EASTERN
David Juzwick

Phone: (919) 765-2018
Email: David.Juzwick@bcbsnc.com

If unavailable, feel free to contact:

Travis Maloy: (919) 765-4054 (O) / (919) 452-1413 (C)

Andy Jarvis: (919) 765-4994 (O) / (704) 798-5252 (C)

Kevin Slater: (919) 765-2231 (O) / (919) 201-4883 (C)

THANK YOU

