

Newsletter

Coastal Insurance Services



First Quarter

2010

Art Roberts, Agent

6054 Arlington Expressway, Suite 6 Jacksonville FL 32211

Coastalins@Earthlink.net, Phone (904) 723-0055

(800) 891-9101 Fax (904) 723-3321

Visit us at our new Website:

www.coastalinsfl.com



Inside This Issue

The goal of our newsletter is keep our clients informed about different insurance and financial matters. It is not designed to replace our personal contact with our clients. We are only a phone call away if you need to speak to us personally.

In this issue, there is information about Long Term Care insurance. If you have been thinking about enrolling in a Long Term Care plan, or any other type of insurance, now is a good time. Also, the premiums may be tax deductible!

Inside the newsletter, you will find information about Medicare's new website, MyMedicare.gov, along with a National Health Care Update. More information will be in future issues and on our website when Congress passes the final bill.

On page 3 you will find some important information for people under age 65 and on Medicare Disability.

We have also included a list of important events for seniors that will take place in the spring of 2010, some fun and inspirational articles, and tips on eating a nutritional and healthy diet.

We hope our newsletter both informs and entertains you!

Happy New Year!

It's time to make those New Year's Resolutions! Maybe yours is to loose weight, eat healthier, or stop smoking. Whatever your particular goals, the New Year gives us a fresh start towards achieving our goals.

With this in mind, it's time to consider some New Year's Insurance Resolutions. Many people put off making important insurance decisions. It's easy to say "I'll do that later" or "Maybe next year." This procrastination can lead to financial disaster.

A good example of this is planning for the cost of long term care. The average cost in Northeast Florida for home heath care nurses is \$19 per hour. The average nursing home costs \$191 per day. Medicare only covers 20 days in a skilled nursing home; most Medicare Supplements cover another 80 days. Medicaid (government welfare) is only available after all of your hard earned savings and investments have been depleted.

The best way to protect your assets and pay for these expenses is with Long Term Care Insurance. This type of insurance must be purchased while a person is healthy enough to pass the medical underwriting required to issue the policy. Once a person has been diagnosed with a major illness, they may not be able to qualify for coverage. Also, since the premiums are based on age, the premiums will never be less for you that they are today.

If you would like more information, please call our office or visit our website at

www.coastalinsfl.com

Long Term Care Premiums May Be Tax Deductible!

Long Term Care Insurance (LTCI) premiums are considered medical expenses. If you itemize your income tax deductions, medical expenses are deductible to the extent that they exceed 7.5% of your Adjusted Gross Income.

The chart below illustrates the allowable deductions for 2010:

Age of insured before the close of 2010	Eligible LTCI Premium Deduction
Ages 40 or Less	\$330
Ages 41 to 50	\$620
Ages 51 to 60	\$1,230
Ages 61 to 70	\$3,290
Ages Over 70	\$4,110

This article is intended as informational purposes only and is not intended to constitute legal or tax advice. •

Life Lessons

- Life isn't fair, but it's still good. When in doubt, just take the next small step.
- You don't have to win every argument. Agree to disagree.
- Make peace with your past so it won't screw up the present.
- It's OK to let your children see you cry.
- Don't compare your life to others. You have no idea what their journey is all about.
- Everything can change in the blink of an eye. But don't worry; God never blinks.
- Whatever doesn't kill you really does make you stronger.
- No one is in charge of your happiness but you.
- Time heals almost everything.. Give time, time.
- However good or bad a situation is, it will change.
- Get outside every day. Miracles are waiting everywhere.

MyMedicare.gov

Medicare has a new free online service for accessing personalized information. The website address is www.MyMedicare.gov. You can view your claims information, order duplicate Medicare Summary Notices, and find a wealth of information about other Medicare benefits. There is an audio-visual tour available on the main page to show the different services available.

National Health Care Update

As of this issue, Congress has not yet voted on the final bill that will change health insurance rules for most working Americans under the age of 65 and not eligible for Medicare. As the plans evolve, we will keep our clients updated with accurate information about the changes.

We receive calls daily from clients worried about the future of Medicare. From all of the information we have received, **Medicare Will Not Be Ending.** In fact, all versions of the plans before Congress at this time provide for the strengthening of Medicare Parts A and B and a closing or reduction of the doughnut hole in Medicare Part D prescription plans.

Please feel free to call or email us if you have any questions!



"AND WILL YOU BE BRINGING THE DOCTOR
YOUR OWN INTERNET DIAGNOSIS?"

Meaning of the letters after a Social Security or Medicare number.

Question

What do the letters after a Social Security or Medicare number mean?

Answer

The codes following a Social Security number indicate the type of benefits you are entitled to. The Social Security number followed by one of these codes is often referred to as a claim number and they are only assigned once you apply for benefits. These letter codes may appear on correspondence that you receive from Social Security or on your Medicare card.

For example, if the Social Security of the wage earner number is 123-45-6789, then once you apply for retirement benefits, your claim number is 123-45-6789A. This number will also be used as your Medicare claim number, once you are eligible for Medicare.

Code	Identification
A	Primary claimant (wage earner)
B	Aged wife, age 62 or over
B1	Aged husband, age 62 or over
B6	Divorced wife, age 62 or over
D	Aged Widow, age 60 or over
D1	Aged widower, age 60 or over
D6	Surviving Divorced Wife

Important Changes For People On Medicare Disability

If you or someone you know has had trouble getting a Medicare Supplement because you are under age 65 and on Medicare Disability, here is some good news. The State of Florida has passed a new law providing an Open Enrollment for Medicare Disability Supplements. This Open Enrollment will end April 30th, 2010. Prior to this date, if you are on Medicare Disability, you will be Guarantee Issue for supplemental coverage. Please call our office or visit our website for more details.

Coastal Insurance Services is now on the web at www.coastalinsfl.com

We recently launched our new website to provide an additional way for our current and future clients to contact us. You can currently use the website to find out more about our agency, request insurance quotes, and contact us by email. As the site grows, you will be able to access more information about the different types of insurance coverage that we offer. We will also be adding links to other sites that we feel will be helpful to our clients.

Please visit us online and let us know what you think of our site!

Special Events for Senior Citizens

Senior Expo

May 19-20, 2010 | Prime Osborn Convention Center

Join the City of Jacksonville for two days devoted to sharing Jacksonville's programs, resources and services available to senior citizens and their families. Free admission and parking.

»For more information, call (904) 630-3690.

Brain Bowl

Spring 2010 | Location TBD

Seniors, get your thinking caps on to promote "brain fitness." Take part in the interactive games, visit the Health Expo, hear presentations from the medical community and join us for lunch.

»For more information, call (904) 630-3690.

Mayor's Walk for Senior Wellness

March 27, 2010 | Location TBD

Join the City of Jacksonville for a 2-mile walk around the Sports Complex area. Seniors ages 60 and over will receive a complimentary lunch and have a chance to win a variety of door prizes.

»For free registration information, call (904) 630-3690.

Healthy Choice

Make smart choices from every food group.

The best way to give your body the balanced nutrition it needs is by eating a variety of nutrient-packed foods every day. Just be sure to stay within your daily calorie needs. A healthy eating plan is one that:

- Emphasizes fruits, vegetables, whole grains, and fat-free or low-fat milk and milk products.
- Includes lean meats, poultry, fish, beans, eggs, and nuts.
- Is low in saturated fats, trans fats, cholesterol, salt (sodium), and added sugars.

There is a right number of calories for you to eat each day. This number depends on your age, activity level, and whether you're trying to gain, maintain, or lose weight.*

NUTRITION: To know the facts...

Most packaged foods have a Nutrition Facts label. For a healthier you, use this tool to make smart food choices quickly and easily. Try these tips:

- Keep these low: saturated fats, trans fats, cholesterol, and sodium.
- Get enough of these: potassium, fiber, vitamins A and C, calcium, and iron.
- Use the % Daily Value (DV) column when possible: 5% DV or less is low, 20% DV or more is high

Check servings and calories. Look at the serving size and how many servings you are actually consuming. If you double the servings you eat, you double the calories and nutrients.

Make your calories count. Look at the calories on the label and compare them with what nutrients you are also getting to decide whether the food is worth eating. When one serving of a single food item has over 400 calories per serving, it is high in calories.

Don't sugarcoat it. Since sugars contribute calories with few, if any, nutrients, look for foods and beverages low in added sugars. Read the ingredient list and make sure that added sugars are not one of the first few ingredients. Some names for added sugars.

The Finest Compliment

At Coastal Insurance Services, our goal is to continue to meet our clients' insurance and financial service needs. In the coming year, we hope to add new clients who have a need for our services. If you are happy with the job that we have done for you, please don't keep us a secret. If you know of someone who is unhappy with their current coverage or who needs to make changes in their insurance or financial portfolio, please refer them to us. We can promise you they will be treated professionally and courteously. •

The finest compliment we can ever receive is a referral from our friends and clients!



Claim Questions?

If you receive a bill from a provider that you feel the insurance company or Medicare should have paid, please call our office immediately and speak with Donna Garnett, our claims specialist. She has 27 years of experience in dealing with claim problems. She can contact the provider and the insurance company to determine why the claim was not paid. If the claim was filed incorrectly (this is usually the case), Donna can help you get the claim filed correctly so Medicare and your insurance company can correctly pay their portions. •

COASTAL INSURANCE

6054 Arlington Expressway, Suite 6
Jacksonville, Florida 32211



SERVICES

Art Roberts, RHU, LUTCF

AGENT

Phone: 904-723-0055

Toll Free: 800-891-9101

Fax: 904-723-3321

• Medicare Supplements • Long Term Care • Annuities • Life Insurance