



2012 MATERIALS AVAILABLE

MEDICARE SUPPLEMENT

December 7, 2011

EFFECTIVE TODAY:

The 2012 Medicare supplement and SELECT marketing materials, with 2012 copays and deductibles, are available to order through your normal channels.

2012 MEDICARE DEDUCTIBLE AND COINSURANCE CHANGES:

Feature	2011 Benefit	2012 Benefit
Part A Inpatient Hospital Deductible	\$1,132	\$1,156
Hospital Coinsurance		
▪ 61-90 days	\$283	\$289
▪ 91-150 days (lifetime reserve)	\$566	\$578
Skilled Nursing Facility Care Coinsurance		
▪ 21-100 days	\$141.50	\$144.50
Part B Physician's Services and Supplies Deductible	\$162	\$140

MATERIALS:

PLEASE REMEMBER . . .

These materials are to be used to write new business with an effective date **on or after January 1, 2012.**

The 2012 Medicare supplement and Medicare SELECT app books, outlines and brochures with 2012 copay and deductible amounts, are available to view/download at www.denverwoodmen.com.

The 2011 brochures, outlines and app packs will remain available for viewing and downloading only at www.denverwoodmen.com through the end of the year.

APPLICATION BOOKS

The base form numbers for your Medicare supplement **application books** remain the same however, beginning today those with **Print Date 12/7/11** contain the 2012 copay/deductibles.

BROCHURES

The 2012 brochures have new form numbers, see the chart on page 2 for your state.

Note: The Center for Medicare and Medicaid Services (CMS) has not released the 2012 buyers guide, *Choosing a Medigap Policy: A Guide to Health Insurance for People with Medicare*. We will notify you once it is released and available to order. In the meantime, continue to provide your clients a copy of the 2011 guide.

QUESTIONS:

Call: (877) 815-4776

E-Mail: woodmensalesupport@medsuppservices.com

2012 Brochures:

STATE	Company	2012 Brochure
AL	ALA	T01_659
AR	ALA	T01_659_AR
AZ	ALA	T01_659_AZ
CO	WOW	T02_660_CO
GA	ALA	T01_659_GA
GA - SELECT	ALA	T01_661_GA
IA	ALA	T01_659
ID	WOW	T02_660_ID
IL	ALA	T01_659
LA	ALA	T01_659_LA
LA - SELECT	ALA	T01_661_LA
MS	ALA	T01_659
MT	WOW	T02_660
NE	ALA	T01_659
OH	ALA	T01_659_OH
OK	ALA	T01_659_OK
OR	WOW	T02_660_OR
PA	ALA	T01_659_PA
PA - SELECT	ALA	T01_661_PA
TN	ALA	T01_659
TX	ALA	T01_659_TX_R
TX - SELECT	ALA	Pending
UT	WOW	T02_660
VA	ALA	T01_659
WA	WOW	T02_660_WA
WV	ALA	T01_659