

# **Assisting Clients with Transitions from Marketplace to Medicare Coverage**



October 22, 2019

Centers for Medicare & Medicaid Services (CMS) Center for Consumer Information & Insurance Oversight (CCIIO)

#### Disclaimer

The information provided in this presentation is intended only as a general, informal summary of technical legal standards. It is not intended to take the place of the statutes, regulations, and formal policy guidance that it is based upon. This presentation summarizes current policy and operations as of the date it was presented. Links to certain source documents have been provided for your reference. We encourage learners to refer to the applicable statutes, regulations, and other interpretive materials for complete and current information about the requirements that apply to them.

This document generally is not intended for use in the State-based Marketplaces that do not use HealthCare.gov for eligibility and enrollment. Please review the guidance on our Agents and Brokers Resources webpage (<a href="http://go.cms.gov/CCIIOAB">http://go.cms.gov/CCIIOAB</a>) and <a href="mailto:Marketplace.CMS.gov">Marketplace.CMS.gov</a> to learn more.

Unless indicated otherwise, the general references to "Marketplace" in the presentation only includes Federally-facilitated Marketplaces (FFMs) and State-based Marketplaces on the Federal Platform.

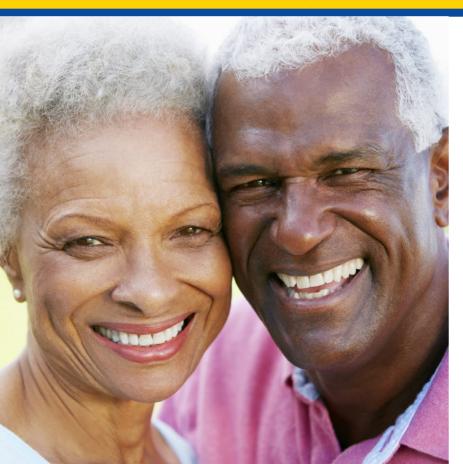
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#### **Webinar Agenda**

- Terminating Marketplace Coverage Due to Medicare Eligibility
- How to End Marketplace Coverage: Medicare-Eligible Consumer is Enrolled with Other Household Members
- How to End Marketplace Coverage: Medicare-Eligible Consumer is the Only Person Enrolled
- General Resources and Other Marketplace Updates
- Questions and Answers



# Assisting Clients with Transitions from Marketplace to Medicare Coverage



Terminating Marketplace Coverage Due to Medicare Eligibility

### Medicare Coverage: Impact on Eligibility for Marketplace Financial Assistance

- A consumer who is considered eligible for or enrolled in Medicare Part A does not qualify for financial assistance for a Marketplace qualified health plan (QHP). The consumer may enroll in or remain enrolled in a Marketplace QHP, but will have to pay the full premium for it.
- Consumers can maintain enrollment in a Marketplace plan after their Medicare coverage starts. However, once their Part A coverage starts and if they are identified through the Medicare periodic data matching process, any advance payments of the premium tax credit (APTC) and cost-sharing reductions they receive through the Marketplace will stop.
- If the consumer continues to receive APTC for a Marketplace plan after he or she has
  Medicare, the consumer might have to repay some or all of the APTC paid on his or her behalf
  when filing income taxes.



For information on Medicare eligibility, please refer your clients to <a href="https://www.Medicare.gov">www.Medicare.gov</a> and the <a href="https://www.Medicare.gov">Medicare.gov</a> and <a href="https://www.Medicare.gov">Wed.gov</a> and <a href="https://www.Medicare.gov">Wed.gov</a>

# Timing of Marketplace to Medicare Coverage Transition Is Important

- Consumers with coverage through an Individual Marketplace plan (not through an employer) should end their Marketplace coverage and enroll in Medicare during their Initial Enrollment Period to avoid a delay in future Medicare coverage and the possibility of a Medicare late enrollment penalty.
- Termination of Marketplace coverage can take effect as soon as the day the consumer requests termination of coverage, or the consumer can set the Marketplace coverage end date to a day in the future.



 Usually, Marketplace coverage should end the day before the consumer's Medicare coverage starts.

IMPORTANT: Consumers should not end their Marketplace coverage until they know for sure when their Medicare coverage starts. Refer your clients to <a href="www.Medicare.gov">www.Medicare.gov</a> to learn about the Initial Enrollment Period and determine their coverage start date.

## How to End Marketplace Coverage Due to Medicare Eligibility

The instructions for ending Marketplace coverage due to Medicare eligibility vary depending on which consumers on the Marketplace plan are ending coverage.







### Assisting Clients with Transitions from Marketplace to Medicare Coverage

How to End
Marketplace
Coverage:
Medicare-Eligible
Consumer Is
Enrolled with
Other Household
Members





#### How to End Marketplace Coverage: Enrolled with Other Household Members

Due to system limitations, ending coverage online for some—but not all—members on an application creates an unpredictable final date of coverage for the member(s) being removed.

- Terminating coverage for certain people, like a spouse or dependents, is accomplished by "reporting a life change."
- This contrasts with terminating coverage for everyone on the application, which uses the Marketplace Account "End Coverage" feature and allows the consumer to choose his or her termination date (no later than December 31 of the plan year).
- In most cases, when removing only some members of the enrollment group, the removed member's termination will take effect immediately. However, if there is an open special enrollment period (SEP) on the application, the removed member's termination date will default to the day before the SEP effective date (15-45 days in the future). This can result in unwanted Marketplace coverage that overlaps with Medicare coverage.

### How to End Marketplace Coverage: Enrolled with Other Household Members (Continued)



The Medicare-eligible person is in a household with other members who wish to stay enrolled in the Marketplace plan.

- Because of this system limitation, whenever a consumer wants to end coverage for some enrollees, the consumer should call the Marketplace Call Center (1-800-318-2596; TTY 1-855-889-4325) on the day the consumer wants the enrollee's coverage to end.\*
- The consumer should not try to change or end Marketplace coverage online unless the consumer is ending coverage for *everyone* on the plan. Doing so by phone ensures the removed enrollee gets the desired termination date and that coverage for the other enrollees in the Marketplace plan continues uninterrupted.

<sup>\*</sup>To assist with this coverage termination, you can hold a 3-way call with your client and the Marketplace Call Center.



# What If the System Assigns the Wrong Termination Date?

- If a consumer tries to remove a member online and the system assigns the wrong termination date (due to an SEP), then the consumer (or agent with consumer) should call the Marketplace Call Center and ask the Representative to open a Health Insurance Casework System (HICS) case to adjust the date.
- The HICS follow up could move the consumer's termination date from any date between the system-assigned future date (as many as 45 days out) to the date the change was originally reported.



# **Example: If the System Assigns the Wrong Termination Date**

- A husband and wife try to end Marketplace coverage for just the wife on 9/30 because she is enrolling in Medicare, effective on 10/1. The husband will continue his Marketplace coverage.
- Since they are still within the 60-day window of a recent Financial Change SEP with an effective date of 11/1, the system sets the wife's termination date as 10/31 (the day before the SEP effective date), with the husband solely on the policy beginning 11/1.
- This means that the wife is left with a month of unwanted Marketplace coverage that overlaps Medicare.
- This consumer should contact the Marketplace Call Center and request to move the wife's termination date to any date from 9/30 to 10/31.

IMPORTANT: The consumer must make the request to change the termination date no later than the initial system-assigned termination date (e.g., no later than 10/31 in the case above).



### Assisting Clients with Transitions from Marketplace to Medicare Coverage



How to End
Marketplace Coverage:
Medicare-Eligible
Consumer Is the Only
Person Enrolled

# How to End Marketplace Coverage: Only Person Enrolled

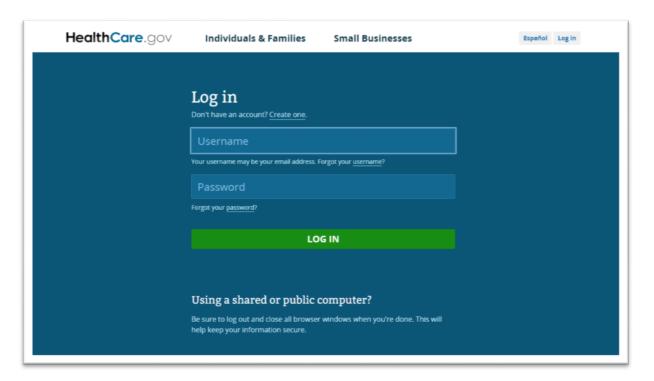


- The consumer can end Marketplace coverage via his or her Marketplace account if the consumer is the only one covered on the Marketplace plan.
- The consumer may request same day termination (i.e., the termination takes effect on the date of the request) or can request a future Marketplace coverage end date.
- The consumer may also end Marketplace coverage by contacting the Marketplace Call Center (1-800-318-2596; TTY 1-855-889-4325).\*

<sup>\*</sup>To assist with this coverage termination, you can hold a 3-way call with your client and the Marketplace Call Center.



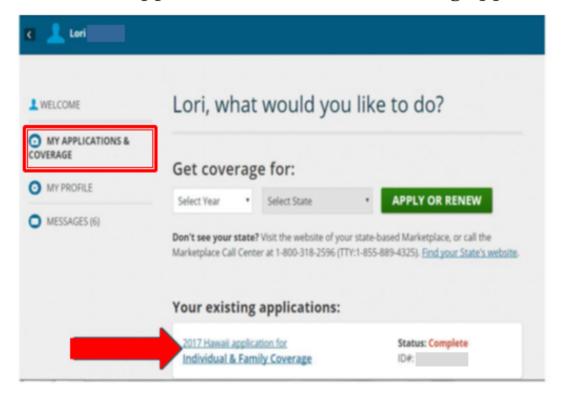
The consumer should log into his or her HealthCare.gov account.



You may not log into HealthCare.gov on a consumer's behalf (i.e., using the consumer's HealthCare.gov credentials).

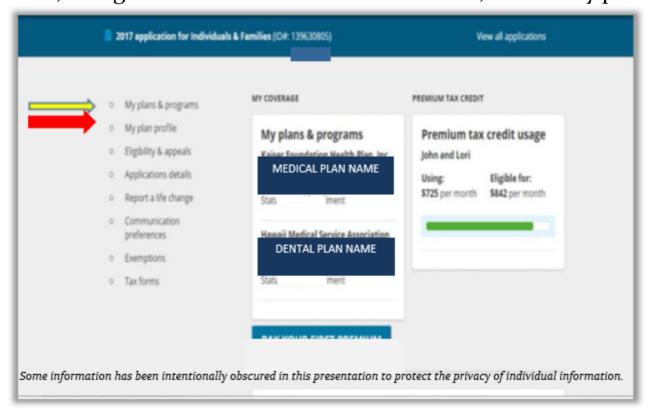


- The consumer should select his or her name in the top right of the screen and then "My applications & coverage."
- Choose the most recent application under "Your existing applications."





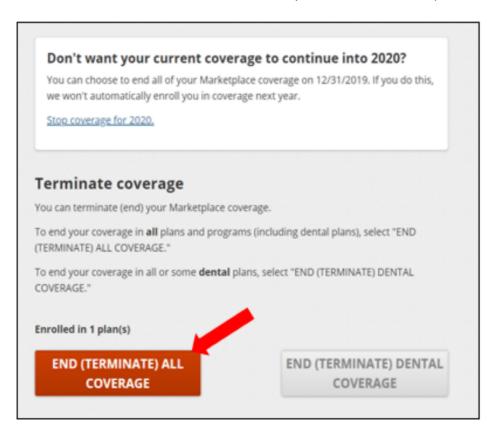
Once the consumer selects the right existing application, the screen will show current coverage and APTC, if eligible. To continue with termination, select "My plans & programs."



Some information has been intentionally obscured in this presentation to protect the privacy of individual information.

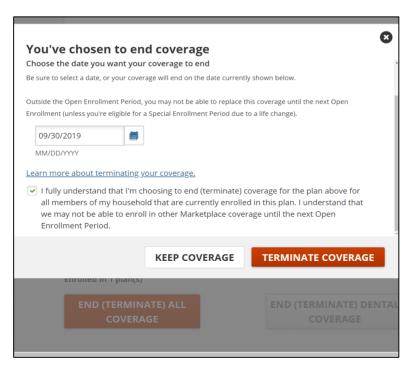


- On the "My plans & programs" page, the consumer can view current status, plan benefits, and enrolled individuals.
- The consumer should select the red "END (TERMINATE) ALL COVERAGE" button.



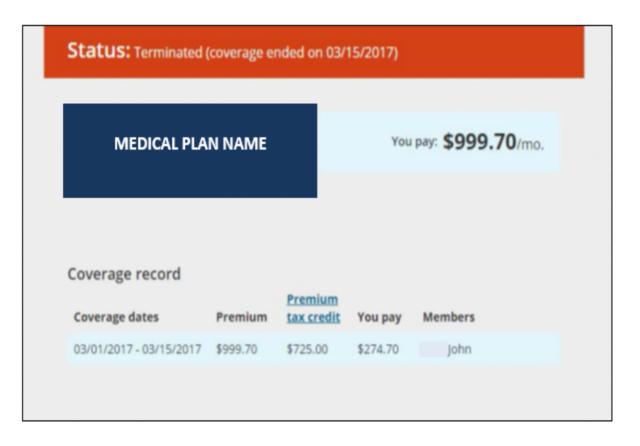


- Once the consumer has selected "END (TERMINATE) ALL COVERAGE," a
  popup window will ask the consumer to select a date for ending coverage
  and to confirm termination.
- The consumer should enter the desired termination date, check the attestation box, and select the red "Terminate Coverage" button.





The confirmation page will show a red "Terminated" status bar above the plan the consumer ended.





### Assisting Clients with Transitions from Marketplace to Medicare Coverage



General Resources and Other Marketplace Updates

# Plan Year 2020 Marketplace Registration and Training Is Live!

- Plan year 2020 Marketplace registration and training is now available through the CMS Enterprise Portal at <a href="https://portal.cms.gov">https://portal.cms.gov</a>.
- Returning agents and brokers must complete registration by October 31 to avoid having your Marketplace system access revoked and so issuers may provide compensation for your Marketplace enrollments.

### New Agents and Brokers (those who did not complete plan year 2019 registration)

- Must take the full Individual Marketplace training for plan year 2020
- Must execute the Agent Broker General Agreement and the Individual Marketplace Privacy and Security Agreement via the Marketplace Learning Management System (MLMS)

### Returning Agents and Brokers (completed plan year 2019 registration)

- Must take either the condensed or full required training for plan year 2020
- Must execute the Agent Broker General Agreement and the Individual Marketplace Privacy and Security Agreement via the MLMS

\*For instructions on how to complete Marketplace registration, please see the <u>Agents and Brokers Resources Plan Year 2020 Registration and Training webpage</u>.

#### **Upcoming Activities**

- The slides from this webinar will be available on the Registration for Technical Assistance Portal at <a href="http://go.cms.gov/CCIIOAB">www.REGTAP.info</a> and on the Agents and Brokers Resources webpage at <a href="http://go.cms.gov/CCIIOAB">http://go.cms.gov/CCIIOAB</a> in the coming days.
- Watch your email for invitations to upcoming events.
- Webinars will continue through October to help you prepare for plan year 2020 Open Enrollment, enhance your knowledge of Marketplace policies and learn how you can continue to assist your clients throughout the plan year.

#### Upcoming Event\*

Mark your calendars for these dates and times.

Thursday, October 24 18 2-3 PM ET Webinar: Plan Year 2020 Policy and Application Updates

<sup>\*</sup>Final topics will be announced prior to each session.

#### **Mark Your Calendars for Upcoming Office Hours**



CMS will host a series of openforum office hour sessions for agents and brokers during the Open Enrollment period to offer you realtime access to CMS experts who can answer your questions. Upcoming Office Hours\*
Mark your calendars for these dates and times.

Wednesday 11/6 3-4 PM ET

Thursday 11/14 2-3 PM ET

Saturday 11/16 11:30 AM-12:30 PM ET

Thursday 11/21 2-3 PM ET

Monday 11/25 2:30-3:30 PM ET

Thursday 12/5 2-3 PM ET

Saturday 12/7 11:30 AM-12:30 PM ET

Thursday 12/12 2-3 PM ET

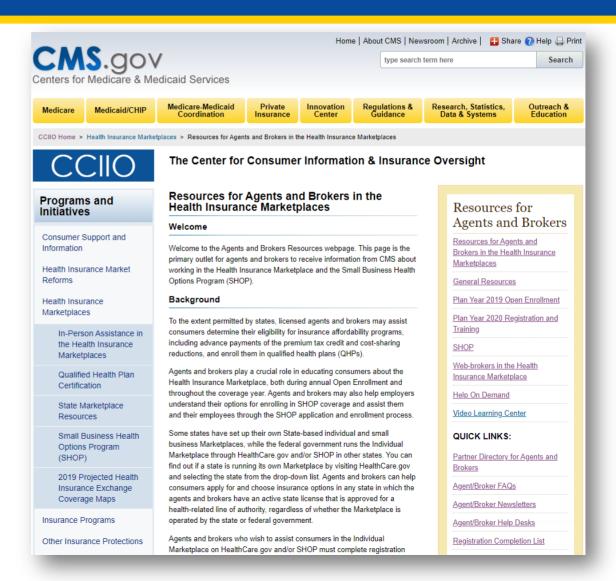




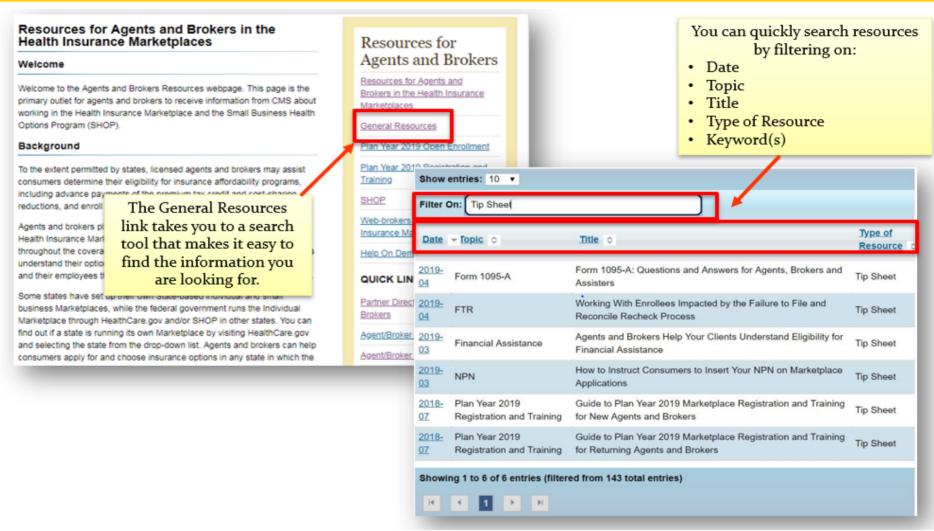
<sup>\*</sup>All times are Eastern Time.

### Overview of the Resources for Agents and Brokers Webpage

- Primary resource for agents and brokers to receive information from CMS about working in the Health Insurance Marketplace
- Provides the latest news and resources, including newsletters, webinars, fact sheets, videos, and tip sheets
- <a href="http://go.cms.gov/CCII">http://go.cms.gov/CCII</a>
  OAB



#### **General Resources: Dynamic List**

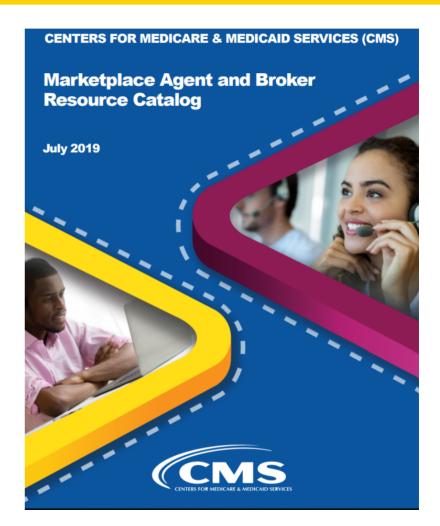


## Recently Posted Resources Available on the Resources for Agents and Brokers Webpage

Resource	Date
Compliance with Marketplace Requirements: Updates and Reminders for Agents and Brokers	October 2019
<u>States Offering CEU Credits for AHIP's Agent &amp; Broker Training for Plan Year 2020</u>	October 2019
Pricing for Plan Year 2020 CMS-Approved Vendor Training	October 2019
What's New in the Agreements for Plan Year 2020 Training	September 2019
Enrolling Young Adults and Other Hard-to-Reach Populations	September 2019
How To Resolve Income Data Matching Issues	August 2019
Help On Demand Overview	August 2019

#### **Agent and Broker Resource Catalog**

- The quarterly <u>CMS Marketplace</u>
   <u>Agent and Broker Resource</u>
   <u>Catalog</u> is available.
- This catalog contains references to online resources, brief descriptions of offerings from the Agents and Brokers General Resources webpage, links to informative videos and webinars, and much more.
- CMS will release an updated catalog quarterly, as new resources become available.



#### **Agent and Broker Learning on Demand**

- Check out the CMS web series: A Marketplace Original Series: Agent and Broker Learning On Demand.
- This self-paced learning series gives agents and brokers the tools they need to maximize enrollments and provide the best service to consumers who are looking to buy individual health insurance through the Marketplace.
- In this video series, agents and brokers explore new developments and topics that are important to enrolling clients.
- The videos can be viewed in any order and at your own pace.
- Visit the CMS YouTube channel at <u>www.youtube.com/user/CMSHHSgov</u> and click on "Playlists" to find the series. You can also download the <u>Companion Guide</u>.

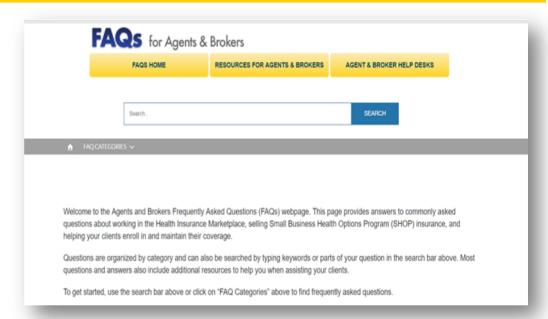






# Agents and Brokers Frequently Asked Questions Webpage

- Frequently Asked Questions
  (FAQs) webpage provides
  answers to commonly asked
  questions about working in the
  Marketplace, selling SHOP
  coverage, and helping your
  clients enroll in and maintain
  their coverage.
- FAQs are organized by category and can also be searched by typing keywords or parts of your question in the search bar.
- Most FAQs also include additional resources to help you when assisting your clients.



### Quickly find answers to common questions in the following categories:

- Basic Information
- Registration and Training
- Helping Consumers
- Compensation
- Direct Enrollment
- Privacy and Security
- SHOP

### **Agent and Broker Resources**

Resource	Link
Agents and Brokers Resources webpage	http://go.cms.gov/CCIIOAB
Agent and Broker FFM Registration Completion List	https://data.healthcare.gov/ffm ab registration lists
Agent and Broker Marketplace Registration Tracker	https://data.healthcare.gov/ab-registration-tracker/
Find Local Help Tool	https://localhelp.healthcare.gov/
Help On Demand	https://www.cms.gov/CCIIO/Programs-and-Initiatives/Health- Insurance-Marketplaces/Help-On-Demand-for-Agents-and- Brokers.html
Agent and Broker NPN Search Tool	www.nipr.com/PacNpnSearch.htm
Issuer & Direct Enrollment Partner Directory	https://data.healthcare.gov/issuer-partner-lookup

A full list of useful websites is available from the Agents and Brokers Resources webpage (<a href="http://go.cms.gov/CCIIOAB">http://go.cms.gov/CCIIOAB</a>) under Quick Links.

# Most Frequently Used Agent/Broker Marketplace Help Desks and Call Centers

Name	Phone # and/or Email Address	Types of Inquiries Handled	Hours (Closed Holidays)
Marketplace Service Desk	1-855-CMS-1515 1-855-267-1515	<ul> <li>CMS Enterprise Portal password resets and account lockouts</li> <li>Other CMS Enterprise Portal account issues or error messages</li> <li>General registration and training questions (not related to a specific training platform)</li> <li>Login issues on the Direct Enrollment agent/broker landing page</li> <li>Technical or system-specific issues related to the Marketplace Learning Management System (MLMS)</li> <li>User-specific questions about maneuvering in the MLMS site, or accessing training and exams</li> </ul>	Mon-Fri 8:00 AM–8:00 PM ET October– November only: Sat- Sun 10:00 AM–3:00 PM ET
Agent/Broker Email Help Desk	FFMProducer- AssisterHelpDesk@cms .hhs.gov	<ul> <li>General enrollment and compensation questions</li> <li>Manual identity proofing/Experian issues</li> <li>Escalated general registration and training questions (not related to a specific training platform)</li> <li>Agent/Broker Registration Completion List issues</li> <li>Find Local Help listing issues</li> <li>Help On Demand participation instructions or questions</li> <li>Report concerns that a consumer or another agent or broker has engaged in fraud or abusive conduct</li> </ul>	Mon-Fri 8:00 AM–6:00 PM ET
Marketplace Call Center Agent/Broker Partner Line	1-855-788-6275 Note: Enter your NPN to access this line. TTY users 1-855-889- 4325	<ul> <li>Specific consumer application questions related to:</li> <li>Password reset for a consumer HealthCare.gov account,</li> <li>Special enrollment period not available on the consumer application, or</li> <li>Consumer specific eligibility and enrollment questions</li> </ul>	Mon-Sun 24 hours/day

# Most Frequently Used Agent/Broker Marketplace Help Desks and Call Centers (Continued)

Help Desk Name	Phone # and/or Email Address	Types of Inquiries Handled	Hours of Operation (Closed Holidays)
Small Business Health Options Program (SHOP) Call Center	800-706-7893 TTY users 1-888-201- 6445	<ul> <li>Inquiries related to SHOP eligibility determinations on HealthCare.gov</li> <li>Contact the insurance company for most questions about SHOP plans, such as applications, enrollment, renewal, or changing or updating coverage.</li> </ul>	Monday-Sunday 24 hours/day
Marketplace Appeals Center	1-855-231-1751 TTY users 1-855-739- 2231	<ul> <li>Status of a Marketplace eligibility appeal</li> <li>How to appoint an Authorized Representative to request Marketplace eligibility appeal on a consumer's behalf</li> </ul>	Monday-Friday 7:00 AM–8:30 PM ET

A <u>full list of Agent/Broker Help Desks and Call Centers</u> is available from the Agents and Brokers Resources webpage (<a href="http://go.cms.gov/CCIIOAB">http://go.cms.gov/CCIIOAB</a>) under Quick Links.

### **Acronym Definitions**

Acronym	Definition
APTC	Advance Payments of the Premium Tax Credit
CCIIO	Center for Consumer Information and Insurance Oversight
CMS	Centers for Medicare & Medicaid Services
FAQs	Frequently Asked Questions
FFM	Federally-facilitated Marketplace
HICS	Health Insurance Casework System
MLMS	Marketplace Learning Management System
QHP	Qualified Health Plan
SEP	Special Enrollment Period
SBM-FP	State-based Marketplace on the Federal Platform
SHOP	Small Business Health Options Program