

Early Retirement

A Comprehensive Guide to Retirement Health Coverage Options

Ways to guide your clients



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Introduction

What your Clients are Thinking

“I want to retire before I’m 65, but my family gets health insurance from my job!”

“If I retire early, I know I’ll have to pay for health insurance.”

“COBRA coverage will be offered when I leave, but everyone always talks about how expensive it is!”

“I’ve heard from other people that buying your own health insurance is EVEN MORE expensive. So I think it’s best for my family if I stay working until I’m 65 so we continue to have the benefits my group plan offers.”



Part 1

What they Don't Know

Most people can find health insurance on the open market WAY more affordable than they anticipate. We help them see the whole picture by **using their new income situation to their advantage**. Sure, you could take COBRA because it's the same, great plan you've always had, but you're going to pay for it!

We can help your clients look at **income-driven** health insurance plans on the open marketplace. Since most early retirees see a drastic drop in household income, we see a drastic drop in health insurance premiums by using tax credits to their fullest.

AND it's easy to make sure their current doctors and prescriptions are covered!



Part 2

How it Works

Book a fact finding session

- Get an estimate of what the early retirees estimated household Adjusted Gross Income would be upon retirement.
- Date of birth of their dependents.
- Prescriptions being taken.
- Doctors they like to see.
- Zip code they live in.

Marketplace plans can still have holes

- High Deductibles
- Narrow Networks(Limited Providers)

Not to worry! We can attach supplements to fill those holes!

The total cost of these plans is typically several hundred dollars a month cheaper than what early retirees would expect.



Part 3

What Happens When They Turn 65 Safe and Sound



The help from Iconic doesn't stop at 65! We offer advice on all of the different aspects of Medicare, supplements, advantage plans, prescription plans, as well as dental and vision programs.

“Graduating” onto Medicare can be daunting and overwhelming; we meet with our clients 6 months out from their 65th birthday to go over all the facts and myths about Medicare.

For any questions they have, we have the answers! Based on their specific situation, we will give a recommendation with transparent pricing and benefits. We will oftentimes reevaluate the family's coverage, as only one spouse/parent turns 65 at a time which removes them from the current plan when they go to Medicare.



Part 4

First Steps to Helping Your Clients Retire

If you have questions and want to know more about our process, [schedule a call with Matt Allen, the Founder of Iconic Insurance!](#)

Encourage your Clients to fill out our [Health Care Snapshot](#) if they are curious!

