

ParsecFinancial

Health Is the New Wealth

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Disclosures

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Why Is Medicare so Important to Us?

- Because maintaining good health is a universal goal for our clients.
- Medicare is not only at the center of your health care. It is integrally tied to your financial cash flow and taxes.



Today's Objectives:

- To support you with your health care goal. To understand the financial and health implications of Medicare. And to proactively monitor it.
- We will provide the framework for the decisions you will have to make when enrolling into Medicare.
- We will explore Medicare supplements and their importance.
- Individualized guidance is also available with our advisors.





Increasing Longevity

- At this point we can assume that Medicare will be a part of your life from age 65 until the end of life.
- Getting comfortable with how it operates is critical. Today's content and expert speakers will support you in that goal.
- Health care expenses can also be viewed as health care investments. For my talk, think of it as, health is the new wealth.

We Need to Optimize Life Over Whatever Time We Are Given

Age	Male Life Expectancy	Female Life Expectancy
65	17.92	20.49
66	17.20	19.69
67	16.49	18.89
68	15.78	18.11
69	15.09	17.33
70	14.40	16.57

Source: SSA Period Life Table, 2016

“Your health isn’t everything,
but without your health,
everything is nothing.”
- a wise man



Add a Wellness Expense to your Lifestyle Expenses



Set Some Goals for Your Health and Wellness:

- It is never too late to set new goals.
- It can be motivating, fun and rewarding.
- Good health supports all our other goals.
- Have a goal to understand the financial and health implications of Medicare and your supplement. And to proactively monitor it.

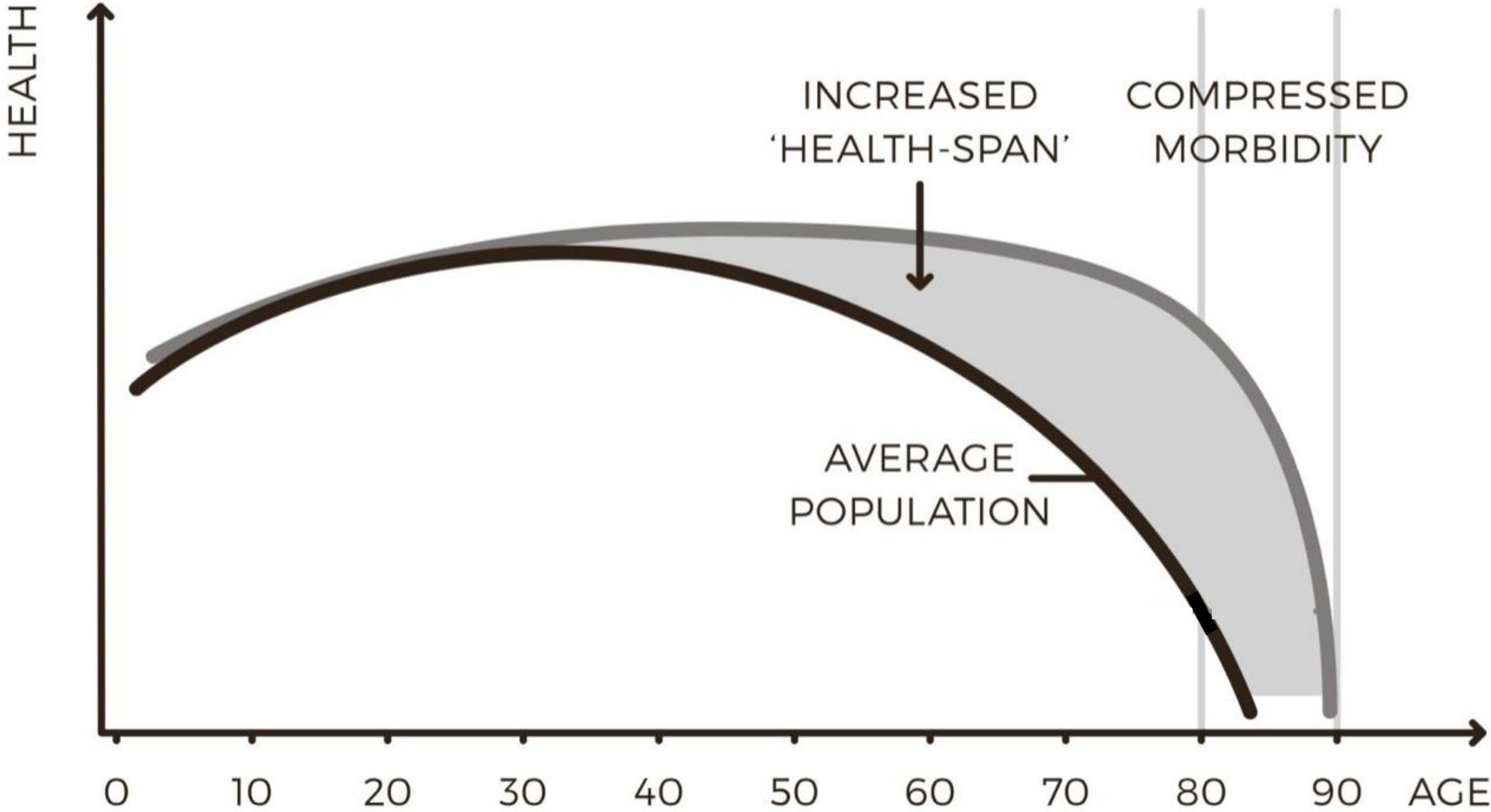




Investments into your Wellness

The holder of financial independence also holds the choice to invest into their health. Better health outcomes remove a barrier to happiness.

Healthspan versus Lifespan:



Annual Wellness Visit (AWV) Is Critical to Overall Wellness Plan

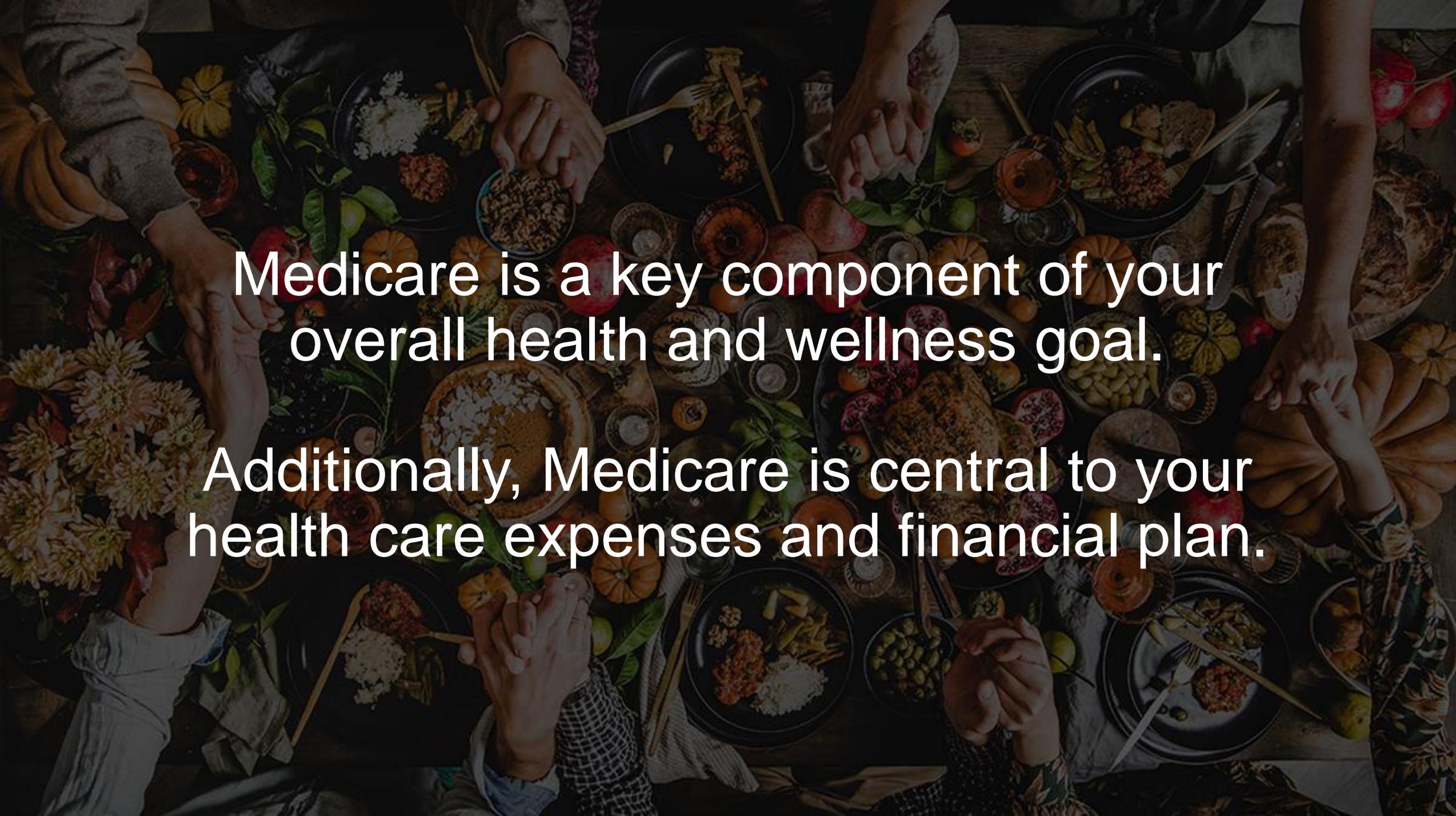
- Designed to provide a recipient of Medicare with an appointment with a primary care provider to develop a personalized prevention plan (PPP).
- The PPP helps create a plan that prevents illness based on your current health and risk factors. It is voluntary and includes detection of cognitive impairment. The appointment is available via telehealth.



Six Ways To Kickstart Your Wellness Plan:

1. Walk more.
2. Learn about the benefits of nutrition and then adopt a diet that better supports your goal.
3. Meditation, prayer, yoga, breathing are all positive ways to lower stress and calm the mind and body.
4. Strength training. Consult your physician and then customize a routine.
5. Laugh and Play. Pickle ball, tennis, golf, games of any kind. Add variety.
6. Take a fitness class; having a scheduled activity can help motivate. If injured, talk with your doctor and get appropriate physical therapy.





Medicare is a key component of your overall health and wellness goal.

Additionally, Medicare is central to your health care expenses and financial plan.

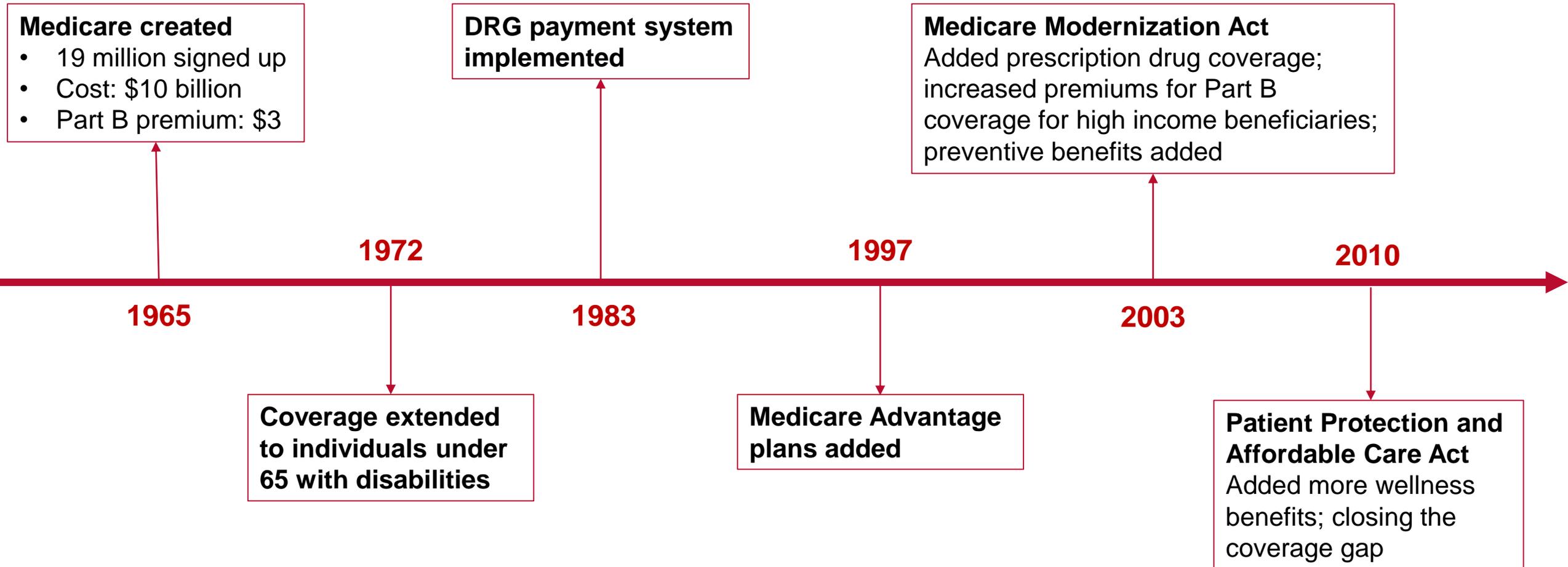
Many Medicare Beneficiaries Face Significant Out-of-pocket Expenses To Meet Their Health Care Needs

Characteristic	Mean Spending				90th Percentile of Spending			
	Total	Premiums	Medicare Covered Services	Non-Medicare Covered Services	Total	Premiums	Medicare Covered Services	Non-Medicare Covered Services
Overall	\$5,801	\$2,728	\$1,522	\$1,551	\$10,268	\$5,218	\$3,740	\$2,537
Age								
Under 65	\$4,183	\$1,810	\$1,441	\$932	\$9,329	\$2,262	\$3,697	\$2,155
65 and Older	\$6,089	\$2,891	\$1,536	\$1,662	\$10,551	\$5,413	\$3,744	\$2,612
Gender								
Male	\$5,375	\$2,668	\$1,452	\$1,254	\$9,764	\$5,280	\$3,405	\$2,450
Female	\$6,175	\$2,780	\$1,583	\$1,813	\$10,742	\$5,199	\$4,023	\$2,633

Where Does the Money Go?

Type of Service	% of Beneficiaries Using	Average Amount Spent
Services Covered by Medicare		
Hospital inpatient	17%	\$396
Hospital outpatient	77%	\$189
Medical providers	96%	\$776
Prescription drugs	89%	\$709
Home health	16%	\$387
Skilled nursing facility	5%	\$2,162
Hospice	2%	\$0
Services Not Covered by Medicare		
Dental care	52%	\$857
Long-term care facility	4%	\$20,664

Brief History of Medicare:



Don't Miss Our New Golf Course Guide to Medicare:



We have developed a comprehensive resource to help answer common questions during open enrollment period.

This guide and all session replays and presentation files will be available tomorrow onward at:

parsecfinancial.com/medicare-guidance

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