



Debra L. Sears

IT'S 2022 AND WE ARE READY FOR a Fresh Start

Sears Insurance serves two markets while providing all of your benefit needs: Employer/employee group and individuals. The group market has two segments: small and large employer groups. The individual market also has two segments, consisting of under age 65 and over age 65. The insurance products that we offer include health, dental, vision, hearing and prescription drug coverage. We have many products to suit the needs, wants, and budgets – from the least-compensated to the greatest. Insurance financially protects us from the unknown expenses associated with illness and injuries.

HDHPs (High Deductible Health Plans), coupled with an HSA (Health Savings Account), is a very popular a choice and well worth checking out. This option is part of a quote that I provide for FREE. There are substantial tax advantages that you would not want to pass up. The contribution limits for 2021 can still be made. Please consult your tax advisor if you have a HDHP in place. The contribution limit for 2021 is \$3,600 for individuals and \$7,200 for families. If you are over the age of 55, you can take advantage of the HSA catch-up contribution of an additional \$1,000. This is only one of many choices that you would see on a quote, whether you're interested as a business owner looking for your employees, or an individual under age 65.

As the environment struggles to hire quality employees, I cannot stress enough the importance of offering benefits. It's been very difficult for employers to attract, train, and retain the quality employees necessary to sustain. One thing that could be a benefit, perhaps setting you apart from your competition, is the offering of a well-rounded benefits plan. These plans can be affordable and again, in working with your tax professional, could have tax benefits for your business.

UNDER AGE 65

In the individual under-65 market, the tax subsidies are still very attractive. As the ninth annual Open Enrollment Period came to a close, the Affordable Care Act (ACA) Marketplaces continued to evolve, bringing important changes. We saw the open enrollment dates change, plan choices and benchmark premiums decrease by approximately 3%, subsidies continue to reduce the net premiums, federal laws protecting consumers from surprise medical bills, and more. This has created a surge in enrollments, which is a good thing for consumers.

MEDICARE ELIGIBLE

Individuals eligible for Medicare have very good options that can include dental, vision, and hearing. The Part D Prescription Drug plans are also enhanced and very affordable. We ask for your Rx list, run a quote, show you a comparison of all companies, and tell you what your bottom line looks like, so you are making an informed decision.

FORM 1095B

The Form 1095B is used to report information to the IRS. This shows that you were covered with minimum essential coverage, and therefore, not liable for the individual shared responsibility payment. Your tax professional will need this. If you are a Wellmark client, simply go to www.Wellmark.com, and set up your username and password to access this form.

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While you are in the Wellmark site, please poke around and discover all of the tools that are at your fingertips. The resources are amazing. For instance, if my doctor told me I need an MRI (which most consider expensive), we can get cost estimators for items. Whether deductible or an HSA, this directly affects your wallet. You will benefit from checking out this site. You will also be able to look at claims, where you are with your deductible and maximum out-of-pocket expenses, fitness, providers, pharmacies, dentists, and much more. It's a very cool resource!

We are receiving excellent feedback from our clients. The group renewals are coming in much lower than we expected. I even had a couple that renewed at a lower cost than in 2021.

Our local businesses have experienced the test of all time. We are in this together, and as a small business owner myself, I am here to help. Please give me a call – the quotes and consultations are FREE.

Thank you for the professional confidence that you continue to have in me and my agency. ✨

Learn more about us on our website www.searsinsurance.info, or follow our RSS feed and "like" us on Facebook to receive the most current information.

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