



# Medicare

## Understanding Extra Help/LIS



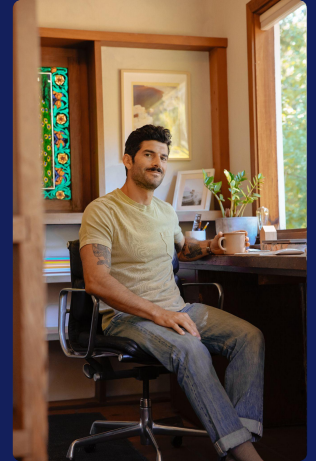
**Pam Harrison**

Medicare Training &  
Compliance Supervisor



**Bailey Sutherland**

Medicare Training &  
Compliance Associate





# Agenda

01 What is LIS/Extra Help?

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02 How does Extra Help work?

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03 How does LIS fit with Medicaid?

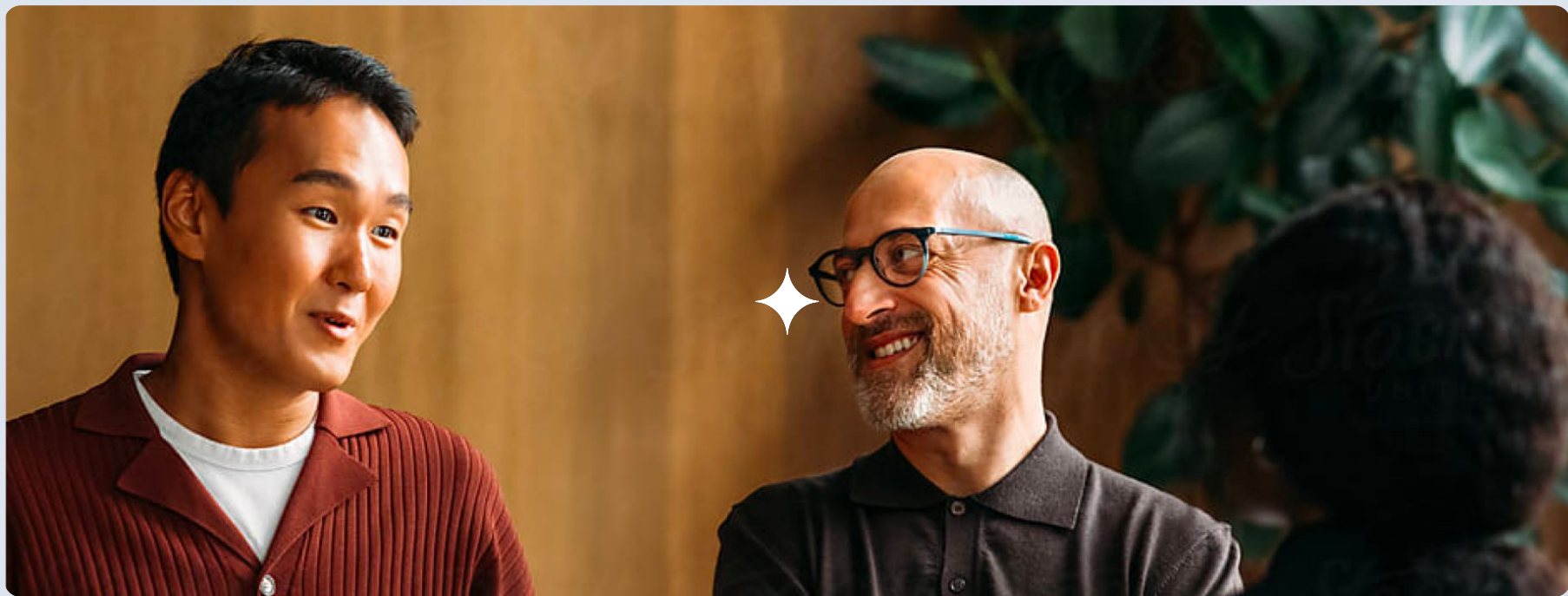
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04 Scenarios

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05 Opportunity

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# Extra Help/Low Income Subsidy(LIS)

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# What is Extra Help or Low Income Subsidy (LIS)?

A **federal** subsidy program, administered by the Social Security Administration (SSA), that helps low-income Medicare beneficiaries save money on their prescription costs and other Part D costs. Estimated to be worth about \$6200/year.

Beneficiaries can get “extra help” with costs related to a Medicare prescription drug plan

Monthly premiums

Annual deductibles

Prescription copays and coinsurance

- Up to **\$4.90** for each generic
- Up to **\$12.15** for each brand name
- **\$2000** total drug cost max for year
- (including payments made on their behalf)

Part D Late Enrollment Penalty (LEP) waived





# Who Qualifies?

- 01 Medicare beneficiaries who are or will be enrolled in a Medicare Prescription Drug Plan (Part D)
- 02 US citizen or legal resident
- 03 Qualifications based on beneficiaries resources and income



Many people qualify and don't even know it!





# Resources

To be eligible for Extra Help, the resource limit for a single person is \$17,600 and \$35,160 for a married couple living together for 2025.



## What are considered Resources?

- Real estate (other than primary residence)
- Bank accounts, including checking, savings, and certificates of deposit
- Stocks, bonds (including U.S. Savings Bonds)
- Mutual funds and annuities (as investments)
- Individual Retirement Accounts (IRA's)
- Cash at home or anywhere else



# What does NOT count as LIS resource?

## What Social Security does not count as resources:

- Primary residence
- Personal possessions
- Vehicle(s)
- Resources not easily converted to cash, such as jewelry or home furnishings
- Life Insurance policies
- Non-business property essential to self-support
- Burial expenses
- Interest earned that is planned to use for burial expenses
- Property needed for self-support, such as rental property or land used to grow produce for home consumption

## Other money that is not counted for 9 months

- Retroactive SS benefits or SSI payments
- Housing assistance
- Relocation assistance from state/ local government
- Compensation received as a crime victim
- Tax advances and refunds related to earned income tax credits and child tax credits



# Income

To be eligible for Extra Help, annual income must be limited to **\$23,475 for a person**, and **\$31,725 for a married couple living together.** (2025)

Even if income is higher, they may be able to get some help - if they support other family members who live with them, have earnings from work or live in AK or HI.

## What counts as income?

- Gross Wages
- Gross Social Security Income
- Other pensions and Annuities (as income)
- Other Income such as unemployment, private or state disability payments
- Veterans benefits
- Cash support from other family members(given directly to the beneficiary)





# What does not count as income?

## What Social Security does not count as income

- Supplemental Nutrition Assistance Program (food stamps)
- Housing assistance
- Home energy assistance
- Medical treatment and drugs
- Disaster assistance
- Earned income tax credit payments
- Assistance from others to pay their household expenses (paid directly to the company)
- Victim's compensation payments



Many people qualify for Extra Help and don't even know it!  
This is where you come in to educate and assist!



# Low Income Subsidy Categories and copays for 2025

Low-Income Subsidy Category	Deductible	Copayment up to out-of-pocket threshold of \$2,000	
		Generic	Brand
Full-Benefit Dual Eligible Beneficiaries Institutionalized or Receiving Home and Community-Based Services	\$0	\$0	\$0
Full-Benefit Dual Eligible Beneficiaries with income $\leq$ 100% FPL	\$0	\$1.60	\$4.80
Full-Benefit Dual Eligible Beneficiaries with income between 100% and 150% FPL	\$0	\$4.90	\$12.15
Non-Full Benefit Dual Eligible Beneficiaries Applied or are eligible for <a href="#">Medicare Savings Program</a> ( QMB-only, SLMB-only, or QI); or Supplemental Security Income (but not Medicaid)	\$0	\$4.90	\$12.15
Non-Full Benefit Dual Eligible Beneficiaries Applied and with income $\leq$ 150% FPL for 2024 and resources $\leq$ \$17,600 (\$35,130 if married)	\$0	\$4.90	\$12.15



# How to apply

File an Application for Extra Help

Online at SSA.gov

<https://www.ssa.gov/medicare/part-d-extra-help>

Over the phone with SSA  
1-800-772-1213

Call and make an  
appointment at  
local SSA office

SSA Reviews the application and sends a letter to the applicant

## **Some people qualify for Extra Help Automatically**

- They get full Medicaid coverage
- They get help from the state paying their Part B premiums from a Medicare Saving Program
- They receive SSI benefits from SS



# Change in LIS/Extra Help Status

Individuals who Gain, Lose or Have a Change in their LIS-Eligible status have a SEP which includes those who:

- Become eligible for LIS (but do not receive Medicaid benefits); or
- Lose eligibility for any type of assistance

## **What can they do:**

- One opportunity to make an election within 3 months of any of the changes noted, or notification of such a change, whichever is later.
- Can enroll into a MAPD or a PDP. (SEP-NLS)
- The effective date of the new plan is the first day of the month following the enrollment request.



# How does this fit with Medicaid?

When they file their application for Extra Help, they can also start the process for Medicare Savings Programs (MSP).

**MSP's** - State programs provide help with other Medicare costs - Part B premiums, Part A premiums if any and Part A & B deductibles and co-payments

**MSP's** - a sub-set of Medicaid, designed to help people with low income afford their Medicare costs.

Medicaid or medical assistance is a joint federal and state program to help pay medical costs for people with limited resources and income.





# Levels of Dual Eligibility

\*Alaska & Hawaii have slightly higher income limits

## QMB

### Qualified Medicare Beneficiary

#### 2025 Income Limits:

Individual- \$1,325

Couple- \$1,783

#### Helps Pay For:

Part A Premium

Part B Premium

Part B Deductible

Part B coinsurance

#### Extra Help:

Max \$12.15 for covered drugs

## SLMB

### Special Low- Income Medicare Beneficiary

#### 2025 Income Limits:

Individual- \$1,585

Couple- \$2,135

#### Helps Pay For:

Part B Premium

#### Extra Help:

Max \$12.15 for covered drugs

## QI

### Qualifying Individual

#### 2025 Income Limits:

Individual- \$1,781

Couple- \$2,400

#### Helps Pay For:

Part B Premium

#### Extra Help:

Max \$12.15 for covered drugs

## QDWI

### Qualified Disabled & Working Individual

#### 2025 Income Limits:

Individual- \$5,302

Couple- \$7,135

#### Helps Pay For:

Part A Premium

#### Qualifications:

Disability

Working

Lost SSD & Free Part A due to  
returning to work



# Scenarios

## LIS only



Cannot change from one Medicare Advantage Plan to another on a quarterly basis

## Partial Dual



Cannot change from one Medicare Advantage Plan to another on a quarterly basis

## Full Dual



Can enroll or change from one Integrated D-SNP to another on a monthly basis  
The D-SNP must have a level of integration

- All levels can change back to Original Medicare and a drug plan on a monthly basis.
- All levels can change stand alone drug plans on a monthly basis.





# Levels/Types of D-SNP Integration

## "Integration" SEP

Can be used with the following D-SNP Plans

- FIDE - Fully Integrated DSNP
- HIDE - Highly Integrated DSNP
- AIP - A DSNP that is an Applicable Integrated Plan

## SEP Not available

The "Integration" SEP is not available to enroll in

- CO D-SNP - Coordination only DSNP that is not an AIP.
- Standard MAPD

## Both SEP's

What if they use both the monthly SEP and the Integrated SEP in the same month?

The SEP chosen last will be the one effective

There must be an affiliated MCO(Medicaid Managed Care Organization) for the plan to be FIDE, HIDE or AIP

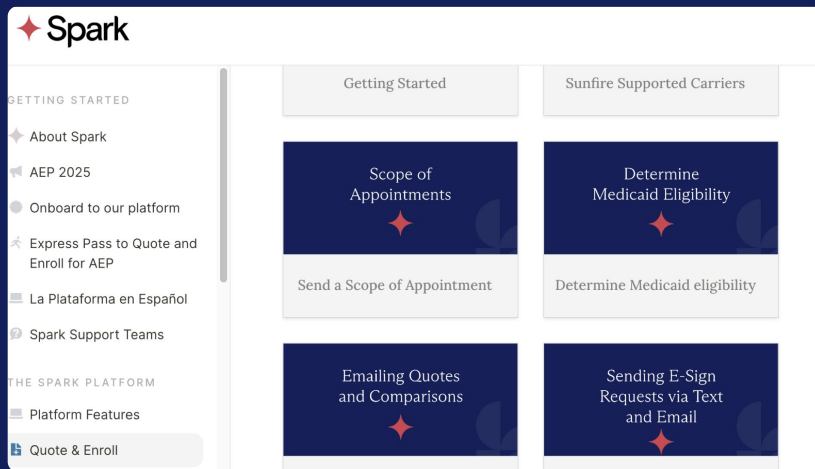


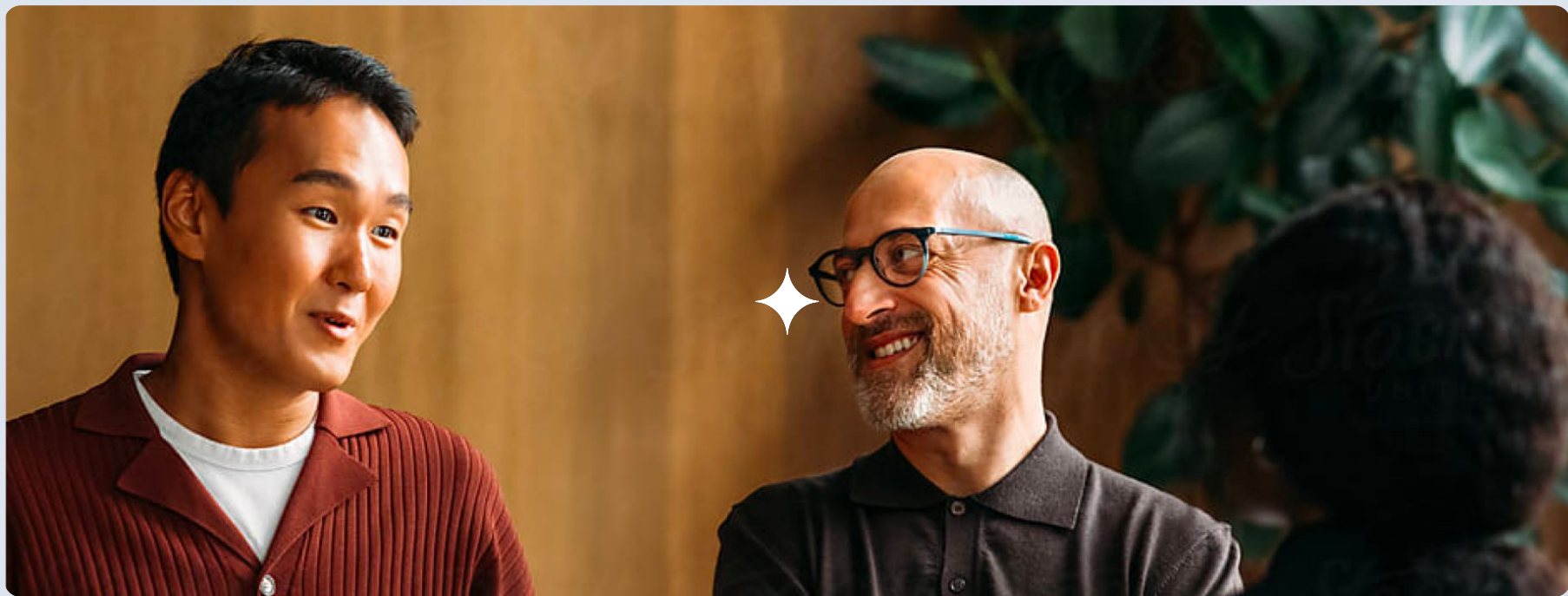
# Confirm Eligibility

**Know which clients have Medicaid eligibility!**

Spark Help Center to the Rescue!

Located in the Quote & Enroll Section of the Help Center are step by step instructions for confirming eligibility.





# Opportunity

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# The Opportunity

## Get involved in the Community!

- Food Banks, Senior Centers, Bingo Halls, etc.
- Offer Educational Seminars to understand new SEP Rules
- Offer "benefits checkups" using [benefitscheckup.org](https://benefitscheckup.org)

## Maximize Opportunities Through Education & Support

- Help the client save on their Part D costs and possibly their Medicare costs if they qualify for MSP
- If they qualify for assistance and have a SEP, you have an opportunity for an enrollment.
- Educating clients leads to more referrals!

### ASK QUESTIONS TO UNCOVER NEEDS:

Ex: "How much are you making a month on your Social Security Income"?

- If below state income threshold, educate them on available programs.
- Assist with Extra Help applications at **SSA.gov**, or provide the resources they need.



# Resources

- Medicare.gov
- Your state Medicaid website
- LIS Guide from SSA -  
<https://www.ssa.gov/pubs/EN-05-10508.pdf>
- Carrier portals - can check eligibility and get CMS approved marketing materials and resources
- Sunfire - coming soon!
- Benefits Checkup site:  
<https://benefitscheckup.org/>
- Spark - [Help Center Training Page](#)



# Questions?

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# Upcoming Webinars

We hope you'll join us for another upcoming webinar:

- **5/15/25-** Understanding HIDE/FIDE Plans and 2025 Changes
- **5/20/25-** Grassroots Marketing
- **5/28/25-** Client Retention Strategies
- **6/4/25-** Running an effective Seminar
- **6/11/25-** How to present a M101 Seminar
- **6/17/25-** The Life of a Lead
- **7/9/25-** Social Media Strategies

View upcoming webinars and register at:  
<https://lu.ma/sparkteam>





# Thank You

CONTACT

[compliance@sparkadvisors.com](mailto:compliance@sparkadvisors.com)

[support@sparkadvisors.com](mailto:support@sparkadvisors.com)

