

## Sales Appointment Confirmation Form

Please initial the box below beside the plan you want the agent to discuss with you.

**Medicare Advantage Plans (Part C)**

**Medicare Health Maintenance Organization (HMO)** —A Medicare Advantage Plan that provides all Original Medicare Part A and Part B health coverage and sometimes covers Part D prescription drug coverage. In most HMOs, you can only go to doctors or hospitals in the plan’s network (except in emergencies).

**Medicare Preferred Provider Organization (PPO) Plan** — A Medicare Advantage Plan that provides all Original Medicare Part A and Part B health coverage and sometimes covers Part D prescription drug coverage. PPOs have network doctors and hospitals but you can also use out-of-network providers, usually at a higher cost.\*

*By signing this form, you agree to a meeting with a sales agent to discuss the types of products you initialed above. The person who will discuss the products is either employed or contracted by a Medicare plan. They do not work directly for the Federal Government. This individual may also be compensated based on your enrollment in a plan.*

**Signing this form does NOT obligate you to enroll in a plan, affect your current enrollment, or enroll you in a Medicare plan.**

**Beneficiary or Authorized Representative Signature and Signature Date:**

\_\_\_\_\_  
**Beneficiary or Authorized Representative Signature:**

\_\_\_\_\_  
**Signature Date:**

### To be completed by Agent:

Agent Name:	Agent Phone:
Beneficiary Name:	Beneficiary Phone:
Beneficiary Address:	
Initial Method of Contact: (Indicate here if beneficiary was a walk-in.)	Plan(s) represented during this meeting:
Agent, if the form was signed by the beneficiary at the time of appointment, provide an explanation why SOA was not documented prior to meeting:	
Agent’s Signature:	Date appointment was completed:

Excellus Health Plan, Inc. contracts with the Federal Government and is an HMO plan and PPO plan with a Medicare contract. Enrollment in Excellus Health Plan, Inc. depends on contract renewal.

\*For PPO Plans: Out-of-network/non-contracted providers are under no obligation to treat plan members, except in emergency situations. For a decision about whether we will cover an out-of-network service, we encourage you or your provider to ask us for a pre-service organization determination before you receive the service. Please call our Customer Care number or see your Evidence of Coverage for more information, including the cost-sharing that applies to out-of-network services.

Our Health Plan complies with applicable Federal civil rights laws and does not discriminate on the basis of race, color, national origin, age, disability, or sex.

ATENCIÓN: si habla español, tiene a su disposición servicios gratuitos de asistencia lingüística. Llame al 1-800-659-1986 (TTY: 1-800-421-1220).

注意：如果您使用繁體中文，您可以免費獲得語言援助服務。請致電 1-800-659-1986 (TTY: 1-800-421-1220)。

# 2018 Medicare Blue Choice<sup>®</sup> (HMO) and (HMO-POS) Individual Enrollment Request Form



Excellus BlueCross BlueShield contracts with the Federal Government and is an HMO plan with a Medicare contract. Enrollment in Excellus BlueCross BlueShield depends on contract renewal.

Rochester B-3689Y18

---

# How to complete the Medicare Advantage Enrollment Application for Excellus BlueCross BlueShield

---

## ENROLL - It's fast and easy!

This enrollment form provides all the information you need to complete the application process. If you require any assistance with your application, please contact us online or by phone.



You can complete your application easily online, 24/7! Simply visit **ExcellusMedicare.com** and click on the "I am Ready to Enroll" button. Our simple online enrollment process will guide you from start to finish.



Our Medicare representatives are here to help you every step of the way. To speak with one of our licensed sales advisors, call us toll-free at **1-800-659-1986** (TTY/TTD users call **1-800-421-1220**), Monday - Friday from 8:00 a.m. - 8:00 p.m. If you're calling between October 1 and February 14, representatives are available seven days a week from 8:00 a.m. - 8:00 p.m.



You may complete this paper enrollment form and mail it back in the pre-paid envelope provided. We'll take care of the rest.

Thank you for your interest in our Medicare Advantage plan. Please read the information below and follow these helpful steps to complete your paper enrollment form:

**Step 1:** Select a plan (Page 1)

**Step 2:** Include your Medicare Part A & B information (Page 1)

**Step 3:** Check the box to indicate how you want to be billed (Page 2)

**Step 4:** Read and answer questions (Page 2 & 3)

**Step 5:** Make sure you or your authorized representative have signed and dated the paper enrollment form. (Page 4)



To ensure that your application is processed on time and to prevent any delays,  
please complete **ALL** of the steps above and return all pages

---

Please contact Excellus BlueCross BlueShield if you need information in another language or format (Braille).

**To Enroll in Excellus BlueCross BlueShield,  
Please Provide the Following Information:**

**Please check which plan you want to enroll in:**

- |   |   |
|---|---|
| <input type="checkbox"/> Medicare Blue Choice® Select (HMO-POS) \$0 per month   | <input type="checkbox"/> Medicare Blue Choice® Platinum (HMO-POS) \$190 per month |
| <input type="checkbox"/> Medicare Blue Choice® Value (HMO) \$74 per month       | <input type="checkbox"/> Medicare Blue Choice® Optimum (HMO-POS) \$251 per month  |
| <input type="checkbox"/> Medicare Blue Choice® Value Plus (HMO) \$152 per month |   |

**LAST NAME:**  **FIRST NAME:**  **MIDDLE INITIAL:**   MR.  
 MRS.  
 MS.

**BIRTH DATE (MM/DD/YYYY):**  **SEX:**  M  F **HOME PHONE NUMBER:**

**PERMANENT RESIDENCE STREET ADDRESS (P.O.BOX IS NOT ALLOWED):**

**CITY:**  **COUNTY:**  **STATE:**  **ZIP CODE:**

**MAILING ADDRESS (ONLY IF DIFFERENT FROM YOUR PERMANENT RESIDENCE ADDRESS) STREET ADDRESS:**

**CITY:**  **STATE:**  **ZIP CODE:**

**E-MAIL ADDRESS:**

**EMERGENCY CONTACT:**

**RELATIONSHIP TO YOU:**  **PHONE NUMBER:**

**Please Provide Your Medicare Insurance Information**

Please take out your red, white and blue Medicare card to complete this section.

- Fill out this information as it appears on your Medicare card

- OR -

- Attach a copy of your Medicare card or your letter from Social Security or the Railroad Retirement Board.

Excellus BlueCross BlueShield contracts with the Federal Government and is an HMO plan with a Medicare contract. Enrollment in Excellus BlueCross BlueShield depends on contract renewal.

Name (as it appears on your Medicare card):  
\_\_\_\_\_

Medicare Number: \_\_\_\_\_

Is Entitled to: \_\_\_\_\_ Effective Date: \_\_\_\_\_

HOSPITAL (Part A) \_\_\_\_\_

MEDICAL (Part B) \_\_\_\_\_

You must have Medicare Part A and Part B to join a Medicare Advantage plan.

## Paying Your Plan Premium

**For a Zero Premium Plan:** If we determine that you owe a late enrollment penalty (or if you currently have a late enrollment penalty), we need to know how you would prefer to pay it. You can pay by mail or Electronic Funds Transfer (EFT) each month. **For Plans with a Premium:** You can pay your monthly plan premium (including any late enrollment penalty that you currently have or may owe) by mail or Electronic Funds Transfer (EFT) each month. You can also choose to pay your premium by automatic deduction from your Social Security or Railroad Retirement Board (RRB) benefit check each month.

**If you are assessed a Part D-Income Related Monthly Adjustment Amount, you will be notified by the Social Security Administration. You will be responsible for paying this extra amount in addition to your plan premium. You will either have the amount withheld from your Social Security benefit check or be billed directly by Medicare or the RRB. DO NOT pay Excellus BlueCross BlueShield the Part D-IRMAA.**

People with limited incomes may qualify for extra help to pay for their prescription drug costs. If eligible, Medicare could pay for 75% or more of your drug costs including monthly prescription drug premiums, annual deductibles, and co-insurance. Additionally, those who qualify will not be subject to the coverage gap or a late enrollment penalty. Many people are eligible for these savings and don't even know it. For more information about this extra help, contact your local Social Security office, or call Social Security at 1-800-772-1213. TTY users should call 1-800-325-0778. You can also apply for extra help online at [www.socialsecurity.gov/prescriptionhelp](http://www.socialsecurity.gov/prescriptionhelp).

If you qualify for extra help with your Medicare prescription drug coverage costs, Medicare will pay all or part of your plan premium. If Medicare pays only a portion of this premium, we will bill you for the amount that Medicare doesn't cover.

If you don't select a payment option, you will get a bill each month.

### Please select a premium payment option:

- Get a bill each month.**
- Electronic Funds Transfer (EFT)** from your bank account each month. Please enclose a VOIDED check or provide the following:

ACCOUNT HOLDER NAME:

BANK ROUTING NUMBER:

BANK ACCOUNT NUMBER:

ACCOUNT TYPE:

- CHECKING
- SAVINGS

- Automatic deduction from your monthly Social Security or Railroad Retirement Board (RRB) benefit check.**

I get monthly benefits from:

- Social Security
- RRB

(The Social Security/RRB deduction may take two or more months to begin after Social Security or RRB approves the deduction. In most cases, if Social Security or RRB accepts your request for automatic deduction, the first deduction from your Social Security or RRB benefit check will include all premiums due from your enrollment effective date up to the point withholding begins. If Social Security or RRB does not approve your request for automatic deduction, we will send you a paper bill for your monthly premiums.)

## Please read and answer these important questions:

1. Do you have End-Stage Renal Disease (ESRD)?  Yes  No  
If you have had a successful kidney transplant and/or you don't need regular dialysis any more, **please attach a note or records** from your doctor showing you have had a successful kidney transplant or you don't need dialysis, otherwise we may need to contact you to obtain additional information.

(questions continued from page 2)

2. Some individuals may have other drug coverage, including other private insurance, TRICARE, Federal employee health benefits coverage, VA benefits, or State pharmaceutical assistance programs.

Will you have other prescription drug coverage in addition to Excellus BlueCross BlueShield?  Yes  No

If "yes", please list your other coverage and your identification (ID) number(s) for this coverage:

**Name of other coverage:**

**ID# for this coverage:**

**Group# for this coverage:**

3. Are you a resident in a long-term care facility, such as a nursing home?  Yes  No

If "yes" please provide the following information:

**NAME OF INSTITUTION:**

**ADDRESS & PHONE NUMBER OF INSTITUTION (NUMBER AND STREET):**

4. Are you enrolled in your State Medicaid program?  Yes  No

If yes, please provide your Medicaid number:

5. Do you or your spouse work?  Yes  No

**Please choose the name of a Primary Care Physician (PCP):**

**Please check below if you would prefer us to send you information in a language other than English or in another format:**  Language (call for availability)  Alternative formats (call for availability)

Please call us at 1-800-659-1986 (TTY users call 1-800-421-1220). Our office hours are Monday - Friday, 8:00 a.m. to 8:00 p.m. From October 1 through February 14, 8:00 a.m. to 8:00 p.m., 7 days a week



## Please Read This Important Information



If you currently have health coverage from an employer or union, joining Excellus BlueCross BlueShield could affect your employer or union health benefits. You could lose your employer or union health coverage if you join Excellus BlueCross BlueShield. Read the communications your employer or union sends you. If you have questions, visit their website, or contact the office listed in their communications. If there isn't any information on whom to contact, your benefits administrator or the office that answers questions about your coverage can help.

## Please Read and Sign Below

**By completing this enrollment application, I agree to the following:**

Excellus BlueCross BlueShield is a Medicare Advantage plan and has a contract with the Federal government. I will need to keep my Medicare Parts A and B. I can be in only one Medicare Advantage plan at a time, and I understand that my enrollment in this plan will automatically end my enrollment in another Medicare health plan or prescription drug plan. It is my responsibility to inform you of any prescription drug coverage that I have or may get in the future. I understand that if I don't have Medicare prescription drug coverage, or creditable prescription drug coverage (as good as Medicare's), I may have to pay a late enrollment penalty if I enroll in Medicare prescription drug coverage in the future. Enrollment in this plan is generally for the entire year. Once I enroll, I may

(continued from page 3)

leave this plan or make changes only at certain times of the year when an enrollment period is available (Example: October 15 - December 7 of every year), or under certain special circumstances.

Excellus BlueCross BlueShield serves a specific service area. If I move out of the area that Excellus BlueCross BlueShield serves, I need to notify the plan so I can disenroll and find a new plan in my new area. Once I am a member of Excellus BlueCross BlueShield, I have the right to appeal plan decisions about payment or services if I disagree. I will read the Evidence of Coverage document from Excellus BlueCross BlueShield when I get it to know which rules I must follow to get coverage with this Medicare Advantage plan. I understand that people with Medicare aren't usually covered under Medicare while out of the country except for limited coverage near the U.S. border.

HMO Plan: I understand that beginning on the date Excellus BlueCross BlueShield coverage begins, I must get all of my health care from Excellus BlueCross BlueShield, except for emergency or urgently needed services or out-of-area dialysis services. Services authorized by Excellus BlueCross BlueShield and other services contained in my Excellus BlueCross BlueShield Evidence of Coverage document (also known as a member contract or subscriber agreement) will be covered. Without authorization, **NEITHER MEDICARE NOR EXCELLUS BLUECROSS BLUESHIELD WILL PAY FOR THE SERVICES.**

I understand that if I am getting assistance from a sales agent, broker, or other individual employed by or contracted with Excellus BlueCross BlueShield, he/she may be paid based on my enrollment in Excellus BlueCross BlueShield.

**Release of Information:** By joining this Medicare health plan, I acknowledge that Excellus BlueCross BlueShield will release my information to Medicare and other plans as is necessary for treatment, payment and health care operations. I also acknowledge that Excellus BlueCross BlueShield will release my information including my prescription drug event data to Medicare, who may release it for research and other purposes which follow all applicable Federal statutes and regulations. The information on this enrollment form is correct to the best of my knowledge. I understand that if I intentionally provide false information on this form, I will be disenrolled from the plan.

I understand that my signature (or the signature of the person authorized to act on my behalf under the laws of the State where I live) on this application means that I have read and understand the contents of this application. If signed by an authorized individual (as described above), this signature certifies that 1) this person is authorized under State law to complete this enrollment and 2) documentation of this authority is available upon request from Medicare.

**Signature:**

**Today's Date:**

If you are the authorized representative, you must sign above and provide the following information:

**NAME:**

**RELATIONSHIP TO ENROLLEE:**

**ADDRESS:**

**PHONE NUMBER:**

(       )

**Send completed application to: Excellus BCBS, PO Box 546, Buffalo, NY 14201-0546**

<b>Office Use Only:</b>			Plan ID#:
Effective Date of Coverage:			
ICEP / IEP:	OEPI:	AEP / MADP:	SEP (type):
Name of staff member/agent/broker (if assisted in enrollment):			Not Eligible:
<b>Agent/Broker Signature:</b>		<b>NPN: #</b>	<b>Date Received:</b>



## Attestation of Eligibility for an Enrollment Period

**Typically, you may enroll in a Medicare Advantage plan only during the annual enrollment period from October 15 through December 7 of each year.** There are exceptions that may allow you to enroll in a Medicare Advantage plan outside of this period.

Please read the following statements carefully and check the box if the statement applies to you. By checking any of the following boxes you are certifying that, to the best of your knowledge, you are eligible for an Enrollment Period. If we later determine that this information is incorrect, you may be disenrolled.

- I am new to Medicare.
- I recently moved outside of the service area for my current plan or I recently moved and this plan is a new option for me.  
I moved on (insert date) \_\_\_\_\_
- I recently was released from incarceration. I was released on (insert date) \_\_\_\_\_
- I recently returned to the United States after living permanently outside of the U.S.  
I returned to the U.S. on (insert date) \_\_\_\_\_
- I recently obtained lawful presence status in the United States. I got this status on (insert date) \_\_\_\_\_
- I have both Medicare and Medicaid or my state helps pay for my Medicare premiums.
- I get extra help paying for Medicare prescription drug coverage.
- I no longer qualify for extra help paying for my Medicare prescription drugs.  
I stopped receiving extra help on (insert date) \_\_\_\_\_
- I am moving into, live in, or recently moved out of a Long-Term Care Facility (for example, a nursing home or long term care facility). I moved/will move into/out of the facility on (insert date) \_\_\_\_\_
- I recently left a PACE program on (insert date) \_\_\_\_\_
- I recently involuntarily lost my creditable prescription drug coverage (coverage as good as Medicare's).  
I lost my drug coverage on (insert date) \_\_\_\_\_
- I am leaving employer or union coverage on (insert date) \_\_\_\_\_
- I belong to a pharmacy assistance program provided by my state.
- My plan is ending its contract with Medicare, or Medicare is ending its contract with my plan.
- I was enrolled in a Special Needs Plan (SNP) but I have lost the special needs qualification required to be in that plan. I was disenrolled from the SNP on (insert date) \_\_\_\_\_

If none of these statements applies to you or you're not sure, please contact Excellus BlueCross BlueShield at 1-800-659-1986 (TTY users should call 1-800-421-1220) to see if you are eligible to enroll. We are open Monday - Friday, 8:00 a.m. - 8:00 p.m. From October 1 - February 14, our office hours are 8:00 a.m. - 8:00 p.m., 7 days a week.



A nonprofit independent licensee of the Blue Cross Blue Shield Association

**ATTENTION:** If you speak English, language assistance services, free of charge, are available to you. Call 1-877-883-9577 (TTY: 1-800-421-1220).

**ATENCIÓN:** si habla español, tiene a su disposición servicios gratuitos de asistencia lingüística. Llame al 1-877-883-9577 (TTY: 1-800-421-1220).

**注意:** 如果您使用繁體中文，您可以免費獲得語言援助服務。請致電 1-877-883-9577 (TTY: 1-800-421-1220)。

**ВНИМАНИЕ:** Если вы говорите на русском языке, то вам доступны бесплатные услуги перевода. Звоните 1-877-883-9577 (телетайп: 1-800-421-1220).

**ATANSYON:** Si w pale Kreyòl Ayisyen, gen sèvis èd pou lang ki disponib gratis pou ou. Rele 1-877-883-9577 (TTY: 1-800-421-1220).

**주의:** 한국어를 사용하시는 경우, 언어 지원 서비스를 무료로 이용하실 수 있습니다. 1-877-883-9577 (TTY: 1-800-421-1220)번으로 전화해 주십시오.

**ATTENZIONE:** In caso la lingua parlata sia l'italiano, sono disponibili servizi di assistenza linguistica gratuiti. Chiamare il numero 1-877-883-9577 (TTY: 1-800-421-1220).

אויפמערקזאם: אויב איר רעדט אידיש, זענען פארהאן פאר אייך שפראך הילף סערוויסעס פריי פון אפצאל. רופט 1-877-883-9577 (TTY: 1-800-421-1220).

**লক্ষ্য করুন:** যদি আপনি বাংলা, কথা বলতে পারেন, তাহলে নিঃখরচায় ভাষা সহায়তা পরিষেবা উপলব্ধ আছে। ফোন করুন ১-৮০০-৬৫৯-১৯৮৬ (TTY: ১-৮০০-৪২১-১২২০)।

**UWAGA:** Jeżeli mówisz po polsku, możesz skorzystać z bezpłatnej pomocy językowej. Zadzwoń pod numer 1-877-883-9577 (TTY: 1-800-421-1220).

ملحوظة: إن كنت تتحدث انكليزى أو فرنسى أو إسبانى أو إيطالى أو ألمانى أو هولندى أو غوتىقيف وافرل لبالمجان إتصل برقم 1-877-883-9577 (قدهات فلل صم وال بكم: 1-800-421-1220).

**ATTENTION :** Si vous parlez français, des services d'aide linguistique vous sont proposés gratuitement. Appelez le 1-877-883-9577 (ATS : 1-800-421-1220).

خبردار اگير آپ اردبولت سري متو آپکوز بانکى مددکى خدمتتمفتم پي ستي اب يي کاکري 1-877-883-9577 (TTY: 1-800-421-1220).

**PAUNAWA:** Kung nagsasalita ka ng Tagalog, maaari kang gumamit ng mga serbisyo ng tulong sa wika nang walang bayad. Tumawag sa 1-877-883-9577 (TTY: 1-800-421-1220).

**ΠΡΟΣΟΧΗ:** Αν μιλάτε ελληνικά, στη διάθεσή σας βρίσκονται υπηρεσίες γλωσσικής υποστήριξης, οι οποίες παρέχονται δωρεάν. Καλέστε 1-877-883-9577 (TTY: 1-800-421-1220).

**KUJDES:** Nëse flitni shqip, për ju ka në dispozicion shërbime të asistencës gjuhësore, pa pagesë. Telefononi në 1-877-883-9577 (TTY: 1-800-421-1220).

## **Discrimination is Against the Law**

Our Health Plan complies with applicable Federal civil rights laws and does not discriminate on the basis of race, color, national origin, age, disability, or sex. Our Health Plan does not exclude people or treat them differently because of race, color, national origin, age, disability, or sex.

Our Health Plan:

Provides free aids and services to people with disabilities to communicate effectively with us, such as:

- Qualified sign language interpreters
- Written information in other formats (large print, audio, accessible electronic formats, other formats)

Provides free language services to people whose primary language is not English, such as:

- Qualified interpreters
- Information written in other languages

If you need these services, contact our dedicated Medicare Customer Care representatives at 1-877-883-9577, (TTY: 1-800-421-1220). Monday - Friday, 8 a.m. - 8 p.m.  
From October 1 - February 14, 8 a.m. - 8 p.m., 7 days a week.

If you believe that our Health Plan has failed to provide these services or discriminated in another way on the basis of race, color, national origin, age, disability, or sex, you can file a grievance with:

Advocacy Department  
Attn: Civil Rights Coordinator  
PO Box 4717  
Syracuse, NY 13221  
Telephone Number: 1-800-614-6575 (TTY: 1-800-421-1220)  
Fax Number: 315-671-6656

You can file a grievance in person, or by mail or fax. If you need help filing a grievance, our Health Plan's Civil Rights Coordinator is available to help you.

You can also file a civil rights complaint with the U.S. Department of Health and Human Services, Office for Civil Rights, electronically through the Office for Civil Rights Complaint Portal, available at <https://ocrportal.hhs.gov/ocr/portal/lobby.jsf>, or by mail or phone at:

U.S. Department of Health and Human Services  
200 Independence Avenue, SW  
Room 509F, HHH Building  
Washington, D.C. 20201  
1-800-368-1019, 800-537-7697 (TDD)

Complaint forms are available at <http://www.hhs.gov/ocr/office/file/index.html>.

Y0028\_5016\_2 Accepted  
B-5608 (Rev. 09/2016)





Excellus BlueCross BlueShield • PO Box 546 • Buffalo, NY 14201-0546

[ExcellusMedicare.com](http://ExcellusMedicare.com)



ROCH  
Star Rating 2017  
Formulary 1018