

2027 Broker First Look

Joe Forcina, Broker Relations Manager
Nathan Wirth, Broker Account Executive

MISSION LOVE YOUR PLAN



Trinity Health Plan
of Michigan



Our Team



Nathan Wirth

Broker Account Executive

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Manager, Broker Relations

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Meeting Objectives

**Get a first look at Trinity Health Plan of Michigan's
2027 Medicare Advantage product offering**

**Active dialogue and teamwork on how to differentiate
Trinity Health Plan of Michigan in the eyes of prospects**

**Identify next steps and immediate action items to support you
in building plan awareness and increase member enrollment**



Why Represent Trinity Health Plan of Michigan

*I want quality
care that won't
break the bank.*



Trinity Health Plan
of Michigan

About Trinity Health Plan of Michigan

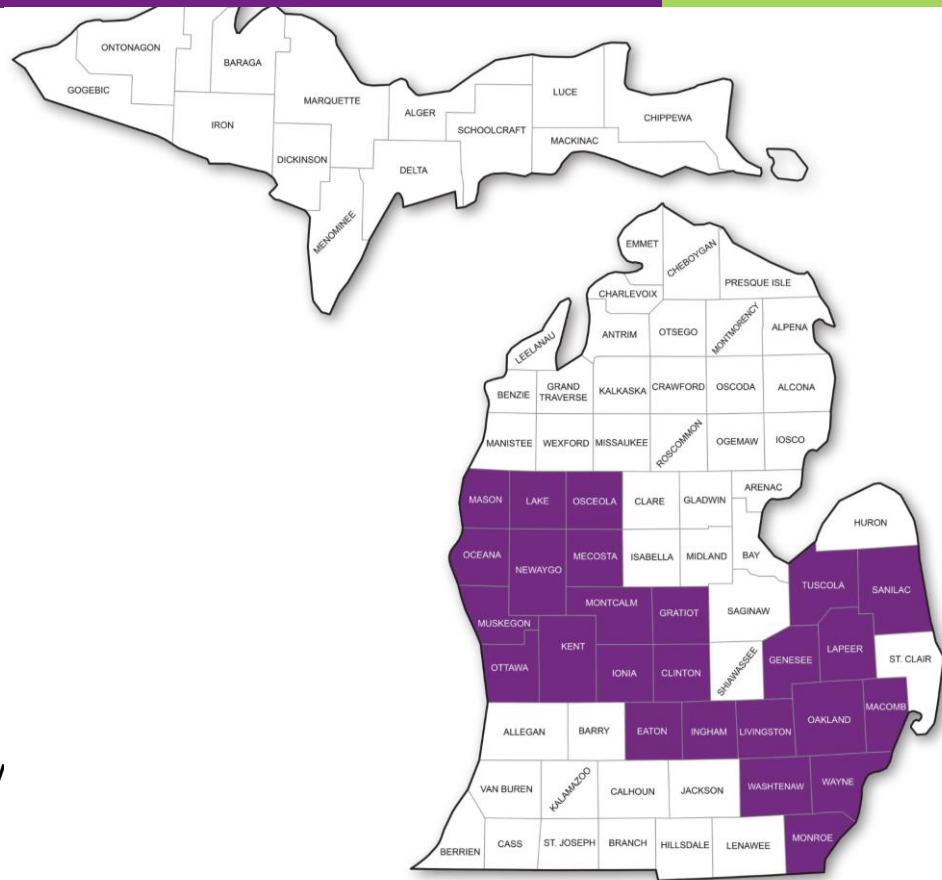
Trinity Health Plan of Michigan is:

- **Medicare Advantage (MA) plan 100% owned by Trinity Health** – Trinity Health Plan of Michigan shares the same faith-based mission
- **Not-for-profit**
- **Designed by doctors** to make coordinated health care work better for patients and providers

**For more than 25 years, Trinity Health ministries
have served the needs of MA beneficiaries
with expertise and compassion.**

Service Area

- Clinton
- Eaton
- Genesee
- Gratiot
- Ingham
- Ionia
- Kent
- Lake
- Lapeer
- Livingston
- Macomb
- Mason
- Mecosta
- Monroe
- Montcalm
- Muskegon
- Newaygo
- Oakland
- Oceana
- Osceola
- Ottawa
- Sanilac
- Tuscola
- Washtenaw
- Wayne



Large Provider Network To Support Your Clients



Hospitals

*(Acute Care,
Critical Access,
General Acute,
Trauma)*

57+



Primary Care Providers

*(Physicians/
APPs)*

5,318+



Specialists

*(Cardiologists,
Orthopedists,
Oncologists,
etc.)*

15,096+



Others

*(Rehabilitation,
Behavior Health,
Ancillaries,
Clinics, etc.)*

254+



Pharmacies

*(National
Pharmacy
Network)*

62,000+

Large Provider Network To Support Your Clients*

- Allergy & Immunology Associates of Michigan
- Allergy and Asthma Care of Western Michigan
- Canton Asthma & Allergy Cascade Ophthalmology
- Clarkston Internal Medicine
- Corewell Health
- Endometriosis Treatment Center of America Michigan
- EPMG of Michigan
- Grand River Emergency Medical Group
- Great Lakes Neurosurgical Associates
- Hackley Community Care Center
- Heart Care PC
- Henry Ford Health System
- Holland PHO
- Huron Gastroenterology
- Huron River Radiation Oncology Specialists
- Insight Health System
- Lake Michigan Emergency Specialists
- Lakeshore Pulmonology PLC
- Lansing Ophthalmology
- Life Without Limits
- Mary Free Bed Rehabilitation
- Maternal Fetal Medicine Associated
- McLaren Health Care
- Memorial Healthcare
- Michigan ENT and Allergy Specialists
- Michigan Healthcare Professionals
- Michigan Medicine
- Michigan Pain Institute
- Michigan Pain Specialists
- Michigan Retina Center
- Munson Healthcare
- Oakland Ophthalmic Surgery
- Optalis Health & Rehabilitation
- Packard Health
- Select Specialty Hospitals
- Specialty Eye Institute
- The Cancer & Hematology Centers
- Trinity Health IHA Medical Group
- Trinity Health West Michigan Medical Group
- Trinity Health Michigan
- Trinity Health Probity Physical Therapy
- University of Michigan Health-Sparrow
- Urology Associates of Grand Rapids
- Urology Surgeons
- West Michigan Cardiology

And more!

Competitive Benefits

Product Highlights*

- **\$0 premium** on select plans
- **\$1,740 Cash Back annually** on select plans
- **\$0 deductible on medical services** on select plans
- **\$0 primary care copays**
- **\$0 copays on Tier 1 and Tier 2** generics at mail order
- **\$1,000 combined maximum** for preventive and basic comprehensive embedded dental on select plans

**2027 Medicare cost-share may change on January 1, 2028.
Benefits vary by plan; see specific plans for details.*

For no additional premium, select plans include:

- Member Rewards
- 24-hour nurse line
- Virtual clinic visits
- Preventive and basic comprehensive dental
- Post-discharge meals
- One Pass® free fitness membership
- Acupuncture
- OTC (Over-the-Counter) allowance
- Hearing aid coverage (with copay)
- Vision hardware allowance
- Visitor travel allowance

Competitive Formulary

Part D Highlights*

- National pharmacy network, including **more than 62,000 pharmacies**
- **\$0 Tier 1 and Tier 2 copays**
- **\$0 mail-order copay for Tier 1 and Tier 2 drugs** on all eligible plans
- Mail order prescription service: **CVS Caremark**



**Not applicable to MA Only or no Part D plans*

Members Stay With Us Longer

*Average member is enrolled 95 months,
which breaks down to 7.9 years!*

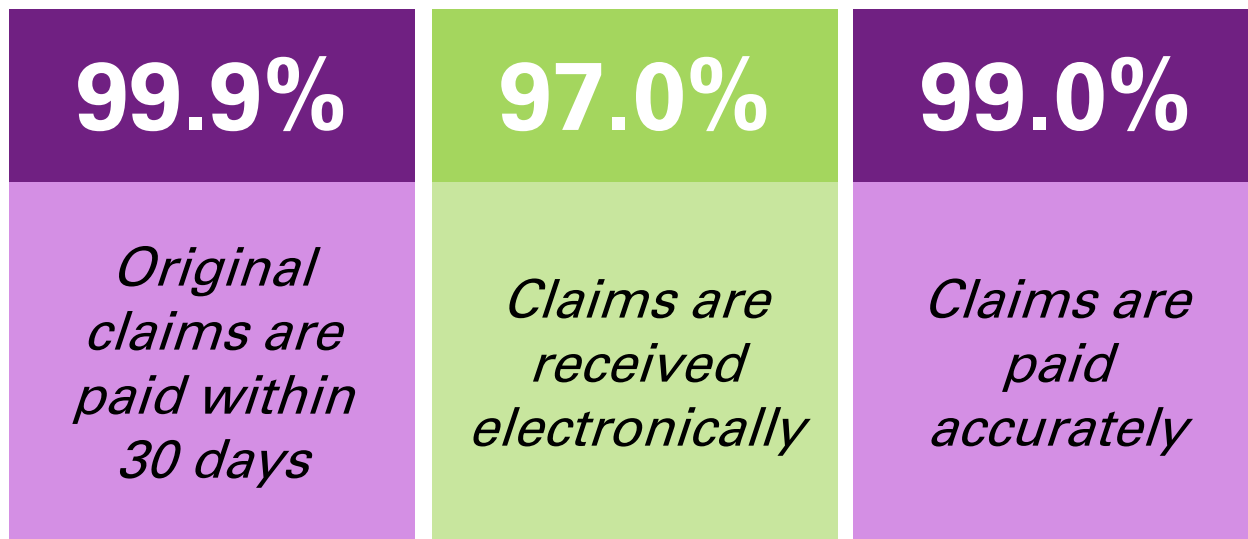
As of June 2024, we still
have **134 members** with an
effective date of 1997 – **the
year our Plan was created!**

*We have a total of
51 members that are
the age of 100 or
older!*



Exceptional Claims Performance

Claims are paid quickly with limited denial – but more importantly, fewer Prior Authorizations are needed.



Strong Marketing Presence



Trinity Health Plan
of Michigan

**This is Medicare Advantage
with a MISSION**

Protect your health and savings
with a doctor designed plan
that drives to make Medicare
better for YOU.

- CASH BACK**
in your monthly Social
Security check
- \$0** monthly
premium
- LARGE NETWORK**
of trusted providers

*My mission
has a plan that knows
what I am and
what I need.*

**What YOU need in a Medicare
Advantage plan is right here.**

- Doctor designed**
to make health care easier for you
- 50 copays**
on primary and minor visits and Tier 1
prescription drugs
- Preventive and comprehensive
dental coverage, and more!**

INSIDE:

5 FACTS TO KNOW BEFORE YOU ENROLL

Trinity Health Plan of Michigan
1000 West Main Street, 10th Floor
Ann Arbor, MI 48106
800.875.2222
www.trinityhealthplan.com

ENROLL TODAY
800.875.2222
www.trinityhealthplan.com

MISSOURI BETTER CARE

\$1,800 CASH BACK

per year in your Social Security check on select plans

First Name Last Name
Address
Address 2
City, ST Zip

See how the plan makes Medicare easier with our complimentary Enrollment Guide. Details on your paper.

Dear Sample Name,

What does it mean to have a Medicare A to improve your health with more comp always focused on YOU.

Trinity Health Plan of Michigan (MHMO) system, which means you always get it work together to protect your health and

ENJOY BETTER ACCESS TO CARE

Our \$0 premium Medicare Advantage plan That makes better treatments and makes people — and less frustration. You also

\$1,800 Cash Back per year (with an extra \$150 in your pod)

Large network of trusted p providers, including specialized

\$0 primary care doctor visit

Preventive and comprehen with routine cleanings, exams &

Over-the-Counter (OTC) ad

Enjoy/Travel allowance - your home state

GET COMPASSIONATE CARE FROM PROVIDERS YOU TRUST

You'll have access to thousands of trusted doctors, specialists and medical professionals in our extensive provider network. And best of all, you don't need referrals. Access the area's leading health systems, including, but not limited to:

- Trinity Health Michigan
- Corwell Health
- Harvey Ford Health
- Michigan Medicine (University of Michigan Health)

- University of Michigan Health-Sporran
- McLaren Health Care
- Holland PHO

- Musson Health
- And more!

(See additional insert for a list of additional providers)

TAKE THE FIRST STEP TOWARD BETTER MEDICARE NOW

Call **1-877-357-3537** (T-TRINITY) 9 a.m. to 8 p.m., 7 days a week or visit ml.mttrinitymedicare.com to request a complimentary Enrollment Guide that will help you understand everything Trinity Health Plan of Michigan offers.

Jack Randolph
Jack Randolph
President and CEO
Trinity Health Plan of Michigan

PS: Still have questions? Visit us at **FREE Medicare Advantage Event** or schedule a one-on-one virtual or in-person meeting. Call **888-379-3537** (T-TRINITY).

ENROLL

[illegible]

YES! Send me a FREE INFORMATION KIT!

Fill out this form and mail it in the provided e-mail box at the back of this form.

First Name Last Name _____
Address 1 _____
Address 2 _____
Country _____
City, St Zip _____

Your e-mail address _____

Trinity Health Plan of Michigan

Trinity Health Plan of Michigan (THPM) is a Medicare Advantage organization with a Medicare contract. Enrollment in Trinity Health Plan of Michigan requires no commitment. Benefits may vary by county. Other plan members, organizations or products are available in the plan's network. Details about additional services offered during our open enrollment hours: April 1 to September 30, 8 a.m. to 8 p.m., Monday through Friday; September 30 to Oct. 31, 8 a.m. to 8 p.m., seven days a week. A limited service area will also present with information and assistance opportunities at meetings with special needs at meetings. THPM Contracting, Inc. is a Medicare Advantage Organization. Call Sales at (800) 465-4626 for more information. To learn more, visit us online at www.thpm.com. This form is a general one. READ THE MEDICARE CTP FORMS for a complete set of guidelines. Free enrollment guide given without obligation. ATENCIÓN: Si habla español, llame al 800-465-4626 para obtener información sobre este programa de salud. Para más detalles llame al 800-465-4626 (TTY: 711). 注意：如您需要使用普通话服务，请拨打 800-465-4626 (TTY: 711)。

CUT HERE ✂

GET YOUR FREE ENROLLMENT GUIDE!

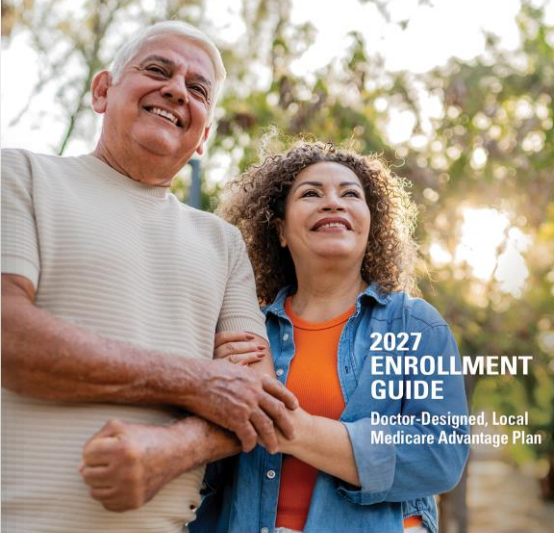
MAIL THIS FORM IN THE ENVELOPE PROVIDED.
FOR FASTER SERVICE:

**CALL 888-379-3537
(TTY: 711)**

8 a.m. to 8 p.m., 7 days a week

mi.trinitymedicare.com/t1





**2027
ENROLLMENT
GUIDE**

Doctor-Designed, Local
Medicare Advantage Plan

MISSION | LOVE YOUR PLAN

 **Trinity Health Plan**
of Michigan

Product and Prescription Drug Detail

My Mission?
find a Medicare Advantage plan
that's more about me.



Trinity Health Plan
of Michigan

2027 Plan Benefits*

	No Premium (HMO)	Cash Back (HMO)	Glory No RX (HMO)	Plus (HMO)
Monthly Premium	\$0	\$0	\$0	\$69
Cash Back	Not available	\$145 every month	\$100 every month	Not available
Annual Maximum Out-of-Pocket	\$6,500	\$9,850	\$6,500	\$5,900
Primary Care (including Telehealth)	\$0 copay	\$0 copay	\$0 copay	\$0 copay
Specialty Care (including Telehealth)	\$40 copay	\$50 copay	\$30 copay	\$30 copay
Over-the-Counter (OTC) Allowance	\$25 every 3 months	\$25 every 3 months	\$75 every 3 months	\$50 every 3 months
Inpatient Acute Hospital Visit	\$395 per day, days 1-6 \$0 per day, days 7-90	\$450 per day, days 1-5 \$0 per day, days 6-90	\$325 per day, days 1-7 \$0 per day, days 8-90	\$325 per day, days 1-6 \$0 per day, days 7-90

**This chart is not a complete list of benefits. For more detailed information about our plan options, please visit www.thpmedicare.org/michigan and view one of our plan documents.*

2027 Plan Benefits, *Continued**

	No Premium (HMO)	Cash Back (HMO)	Glory No RX (HMO)	Plus (HMO)
Outpatient Surgery	\$395 copay	\$425 copay	\$295 copay	\$275 copay
PRESCRIPTION COVERAGE – 30-Day Retail				
Annual Prescription Drug Deductible (Tiers 3-5)	\$350	\$375	Not applicable	\$250
Tier 1: Preferred Generic	\$0 copay	\$0 copay	Not applicable	\$0 copay
Tier 2: Generic	\$0 copay	\$0 copay	Not applicable	\$0 copay
Tier 3: Preferred Brand	25% of the total cost	15% of the total cost	Not applicable	25% of the total cost
Tier 4: Non-Preferred Drug	45% of the total cost	25% of the total cost	Not applicable	45% of the total cost
Tier 5: Specialty Tier	29% of the total cost	25% of the total cost	Not applicable	30% of the total cost

**This chart is not a complete list of benefits. For more detailed information about our plan options, please visit www.thpmedicare.org/michigan and view one of our plan documents.*

Formulary Detail

- **Tier 1 and Tier 2 generic drugs for \$0 copay** for select plans
- **89.9% of all prescriptions dispensed are generics**
- **The top 10 utilized generics (by day supply)** are on Tier 1 of the Formulary
- **Tier 1 and Tier 2 drugs with no deductible** include:
 - Cardiovascular medications
 - ACE – angiotensin-converting enzyme (lisinopril, benazepril)
 - ARBs – angiotensin receptor blockers (losartan, irbesartan, etc.)
 - Cholesterol medications (statins)
 - Oral diabetic medications

A photograph of an elderly couple sitting in a theater, laughing heartily. The man, with white hair and a beard, wears glasses and a blue button-down shirt over a grey t-shirt. The woman, with short grey hair, wears a green and white patterned top. They are both smiling broadly, with their eyes closed in laughter. The background is blurred, showing other audience members in a dimly lit theater.

Supplemental Benefits

*I want a plan
that is affordable
and easy to use.*



Trinity Health Plan
of Michigan

Dental

Embedded

- **Embedded preventive and basic comprehensive dental** on select plans
- **No deductible on all plans**; \$1,000 combined annual maximum on all plans
- **Included**: Exams and cleanings, X-rays, minor restorative and extractions, teledentistry on select plans

Supplemental Silver Plan – select plans

- Diagnostic, preventive and comprehensive services
- \$15 monthly premium
- \$1,500 annual benefit; no deductible

Supplemental Gold Plan – select plans

- Diagnostic, preventive and comprehensive services
- \$39 monthly premium
- \$2,000 annual benefit; no deductible

Vision and Hearing

Spectera® Vision

- **Member pays \$0 for vision exam, diabetic retinopathy exam;**
Medicare-covered eye exams are at specialist copay
- **Over 175,000 private practice and retail chain providers nationwide**
- **Yearly hardware allowance**
amounts ranging from \$100 to \$275 on all plans and can be used on frames, lenses and contacts

TruHearing® Premium Hearing

- **Member pays \$0 for hearing exam, hearing aid fitting/evaluation;**
Medicare-covered hearing exams are at specialist copay
- **Hearing aid per ear coverage** from \$599 to \$899 (varies by hearing aid) includes:
 - Premium digital features; iPhone and Android connectivity
 - Full range of styles; up to five different colors

Member Rewards

Members will continue to have an opportunity to earn rewards for completing healthy activities.

Members incentivized with \$50 reward for annual wellness visits or in-home assessment.



Other Supplementary Benefits

- **Post-Hospital Discharge Meals**: Offered at no additional charge to members
- **Over-the-Counter Allowance**: \$25 to \$75 per quarter depending on plan with no quarterly carryover
- **24-Hour Nurse Advice Line**: Offered at no additional charge to members
- **Travel Benefit**: This benefit has a \$1,500 to \$3,500 annual coverage maximum per calendar year depending on the plan (amounts do not carry over, year to year)
- **Fitness Membership**: Offered at no additional cost to the member through our partner One Pass[®]
- **Acupuncture**: Member pays \$20 a visit, 6-12 visits per calendar year depending on the plan

Why Partner With Us

My Mission?
find a Medicare Advantage plan
that checks all the boxes.



Trinity Health Plan
of Michigan

Our Plan's Value

- **\$1,740 Cash Back annually** on select plans
- **\$0 premium plans** which include:
 - \$0 unlimited primary care provider visits
 - Drug coverage – extensive Formulary designed to meet members' diverse clinical needs and \$0 copay for Tier 1 and 2 medications.
 - Hearing, vision and dental benefits – \$0 copay for routine hearing, vision and dental exams
- **Solid supplemental benefits on all plans** include things like OTC allowance, travel allowance and free fitness membership

Why Your Clients Will Stay With Us

- **US-based member call center with exceptional service** – 80% of calls answered within the first 30 seconds
- **Comprehensive provider network** with most of the large health systems included
- **Significantly fewer Prior Authorizations needed** for providers
- **No referrals needed when seeing in-network specialist**
- **In 2026, 4-Star Rating for Michigan HMO plans***
- **Claims paid faster and with fewer denials** than other payers – 99.88% of original claims are paid within 30 days

**Star Ratings are calculated each year and may change from one year to the next*

What You Can Get From Your Certification

As an agent, you'll appreciate all this:

- **CMS commission**
- **Quick and easy annual certification process**
- **Local, dedicated Broker Account Executive (BAE)**
- **Assistance with marketing and recruiting**
- **HRA program**
- **Lead incentive program**
- **Operate information stations and present seminars** in Trinity Health Michigan facilities and practices

Questions and Answers

How can we help you
grow your Trinity Health
Plan of Michigan business?



Thank You!

