



**Gerber Life  
Insurance Company**

## 2012 MATERIALS AVAILABLE

Medicare Supplement  
December 8, 2011

**EFFECTIVE TODAY:**

The 2012 Medicare supplement and SELECT marketing materials, with 2012 copays and deductibles, are available to order through your normal channels.

**2012 MEDICARE  
DEDUCTIBLE AND  
COINSURANCE  
CHANGES:**

Feature	2011 Benefit	2012 Benefit
Part A Inpatient Hospital Deductible	\$1,132	<b>\$1,156</b>
Hospital Coinsurance		
▪ 61-90 days	\$283	<b>\$289</b>
▪ 91-150 days (lifetime reserve)	\$566	<b>\$578</b>
Skilled Nursing Facility Care Coinsurance		
▪ 21-100 days	\$141.50	<b>\$144.50</b>
Part B Physician's Services and Supplies Deductible	\$162	<b>\$140</b>

**MATERIALS:**

The 2012 Medicare supplement and Medicare SELECT app books, outlines and brochures with 2012 copay and deductible amounts, are available to view/download at [www.gerberlifegroup.com](http://www.gerberlifegroup.com).

**PLEASE REMEMBER . . .**  
These materials are to be used to write new business with an effective date **on or after January 1, 2012.**

*The 2011 brochures, outlines and app packs will remain available for viewing and downloading only at [www.gerberlifegroup.com](http://www.gerberlifegroup.com) through the end of the year.*

**APPLICATION BOOKS**

The base form numbers for your Medicare supplement **application books** remain the same however, beginning today those with **Print Date 12/8/11** contain the 2012 copay/deductibles.

**BROCHURES**

The 2012 brochures have new form numbers, see the chart on page 2 for your state.

**Note:** The Center for Medicare and Medicaid Services (CMS) has not released the 2012 buyers guide, *Choosing a Medigap Policy: A Guide to Health Insurance for People with Medicare*. We will notify you once it is released and available to order. In the meantime, continue to provide your clients a copy of the 2011 guide.

**QUESTIONS:**

Call: (877) 617-5592  
E-Mail: [GerberSalesSupport@medsuppservices.com](mailto:GerberSalesSupport@medsuppservices.com)

**2012 Brochures:**

<b>STATE</b>	<b>2012 Brochure</b>	<b>STATE</b>	<b>2012 Brochure</b>
AL	T03_654	ND	T03_654
AL - SELECT	T03_655	NE	T03_654
AR	T03_654_AR	NH	T03_654_NH
AZ	T03_654_AZ	NJ	T03_654_NJ
CA	T03_654_CA	NM	T03_654
CO	T03_654_CO	NV	T03_654
DE	T03_654	OH	T03_654_OH
FL	T03_654_FL	OH - SELECT	T03_655_OH
FL - SELECT	T03_655_FL	OK	T03_654_OK
GA	T03_654_GA	OK - SELECT	T03_655_OK
IA	T03_654	OR	T03_654
ID	T03_654_ID	PA	T03_654_PA
IL	T03_654	PA - SELECT	T03_655_PA
IN	T03_654_IN	SC	T03_654
KS	T03_654_KS	SD	T03_654
KY	T03_654	TN	T03_654
LA	T03_654_LA	TN - SELECT	T03_655
LA - SELECT	T03_655_LA	TX	T03_654_TX
MD	T03_654_MD	TX - SELECT	T03_655_TX
MI	T03_654_MI	UT	T03_654
MN	T03_654_MN_B	UT - SELECT	T03_655
	T03_654_MN_EB	VA	T03_654
MO	T03_654_MO	WA	T03_654_WA
MS	T03_654	WI	T03_654_WI
MS - SELECT	T03_655	WV	T03_654
MT	T03_654	WY	T03_654
NC	T03_654_NC		
NC - SELECT	T03_655_NC		