

# SALES NEWS



January 13, 2023  
A22-111989

## Available SEP's for Medicare Sales (Updated 01.13.2023)

**Sales Audience:** Medicare

**Updates below in red: SEP Extensions for: "Surfside Building Collapse & Storm Nicole"**

### Summary

Some Medicare members may qualify for a special enrollment period (SEP). The SEPs listed below apply to all eligible Medicare Advantage or Part D prescription drug plan members who were not able to make a plan selection during AEP or another election period. This article includes more details about each SEP.

### Details

#### Available SEPs

Disaster	Affected Counties	SEP end date
Surfside Building Collapse	Miami-Dade County	5/31/2023
Northwest Florida Wildfires	Bay, Calhoun, Gulf Counties	4/30/2023
Monkeypox Public Health Emergency	Across U.S.	1/31/2023
Florida Emergency Management –Tropical Storm 9 / Hurricane “Ian”	Alachua, Baker, Bay, Bradford, Calhoun, Citrus, Clay, Columbia, Dixie, Duval, Escambia, Flagler, Franklin, Gadsden, Gilchrist, Gulf, Hamilton, Hernando, Holmes, Jackson, Jefferson, Lafayette, Lake, Levy, Leon, Liberty, Madison, Marion, Nassau, Okaloosa, Walton, Suwannee, Santa Rosa, Wakulla, Taylor, Washington Counties, Union, Brevard, Broward, Hardee, Lee, Okeechobee, Pinellas, Hendry, Volusia, Manatee, Orange, Polk, Charlotte, Highlands, Martin, Osceola, Putnam, Collier, Hillsborough, Miami-Dade, Palm Beach, Sarasota Counties, DeSoto, Indian, River, Monroe, Pasco, Seminole Tribes, St. Johns, Sumter, St. Lucie.	3/31/2023

Emergency Management - Subtropical Storm "Nicole"	Brevard, Broward, Charlotte, Citrus, Clay, Collier, DeSoto, Duval, Flagler, Glades, Hardee, Hendry, Highlands, Hillsborough, Indian River, Lake, Lee, Manatee, Martin, Miami-Dade, Nassau, Okeechobee, Orange, Osceola, Palm Beach, Pasco, Polk, Putnam, Sarasota, Seminole, St. Johns, St. Lucie, Sumter, and Volusia Counties.	5/31/2023
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### **SEP for Government Entity-Declared Disaster or Other Emergency (DST)**

As a reminder, under current guidance, the SEP for a Government Entity-Declared Disaster or Other Emergency is available to individuals affected by an emergency or major disaster declared by a Federal, state, or local government entity and applies to disasters or emergencies **initially declared January 1, 2021, and later.**

#### **People are eligible for a Medicare SEP (DST) if they:**

- Lived in the affected area at the time. Members are also eligible if they did not live in the affected area, but relied on someone who does live there for help making health care decisions
- Were eligible for another election period at the time of the SEP eligibility period
- Had a valid election period, but did not use this election period due to the disaster or other emergency

The SEP starts as of the date the declaration is made, the incident start date or, if different, the start date identified in the declaration, whichever is earlier. The SEP ends two full calendar months following the end date identified in the declaration or, if different, the date the end of the incident is announced, whichever is later. **Please review the Available SEPs chart on page 1 for the end dates for current SEPs.**

#### **Enrollment reminders:**

- Agents may not market SEPs; however, please be aware of all available SEPs in order to help beneficiaries who believe they missed an election period due to an emergency or disaster.
- When using an SEP, agents should always:
  - Ask the beneficiary if they can show proof that they live/lived in an impacted area at the start of SEP eligibility period
  - If the beneficiary does not have proof, ask them to verbally attest
  - Confirm the beneficiaries had another election period available during the time of the incident period that they were unable to utilize due to the disaster or other emergency
  - Once verified, use election code SEP-DST on the application
  - If using Sales Connect, use "I was affected by a weather-related emergency or disaster (as declared by the Federal Emergency Management Agency (FEMA). One of the other statements here applied to me, but I was unable to make my enrollment because of the natural disaster" option.

## **Next Steps**

Review the information in this article so that you are prepared to answer questions from your Medicare clients about these special enrollment periods. If you have questions, please reach out to your broker or area manager.

## **Sales Toolkit**

Details for available SEP's for Medicare Sales, please see: Agent Portal> Education > News., Medicare Group) section in the (Sales /Enrollment Toolkit)