

What Is a Medicare Broker and Why Should You Consider Talking to One?*

What is a Medicare broker?

A Medicare broker is an advisor who represents multiple insurance companies and can help you evaluate plan options, along with helping you enroll into a plan.

What is the difference between SHIPs (State Health Insurance Assistance Programs) and Medicare brokers?

SHIPs are funded by the federal government to provide free, local, objective insurance counseling and assistance for people to review Medicare coverage and plans. Unlike a broker, a SHIP counselor cannot actively enroll you into a Medicare health or drug plan. SHIPs can also help you find out about financial assistance programs you or your loved one might be eligible for.

Why should I work with a Medicare broker?

The Medicare process can be overwhelming. A licensed Medicare broker will listen to you and give you information about your coverage options that is based on your needs and preferences. Working with a trained broker can help you save time and money, ultimately helping you find the right plan.

How are Medicare brokers paid?

Typically, brokers are paid by the insurance companies they represent, with no extra fee or cost to you for enrolling in Medicare through a broker. Brokers are NOT compensated based on which product you choose. Their goal is to educate you on the plan(s) that best meet your needs. Because they aren't paid based on the plan you choose, they won't try to pressure you to purchase a specific Medicare plan.

How do I connect with a trustworthy Medicare broker?

You may find a list of local Medicare brokers for all 50 states [here](#).

* This information is extracted from www.ncoa.org.