

A Strategic Approach for New-to-Medicare Marketing

With only a small fraction of Medicare Advantage consumers switching during the Annual Enrollment Period each year, the New-to-Medicare (NTM) market is more important than ever. But the NTM demographic is quickly changing, requiring new strategies to capture this important Medicare audience.

The face of Medicare is changing.

Those turning 65 in 2023 are different from their predecessors.



New Medicare Audience: Trailing Boomers (1956-1964)

- Less financially prepared
- May be on 2nd marriage and caring for aging parents
- Retirement uncertain
- More pessimistic and skeptical
- Less healthy



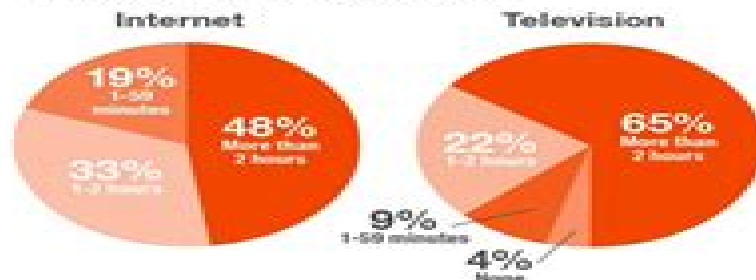
Previous Medicare Audience: Leading Boomers (1946-1955)

- More financially comfortable
- More likely "traditional" empty nesters/grandparents
- Many already retired
- More optimistic and trusting
- More healthy

The media habits of seniors continue to shift.

Among 573 men and women aged 63 to 75, the majority spent most of their daily media time using the Internet and watching TV (including streaming).

Time spent on a typical day:



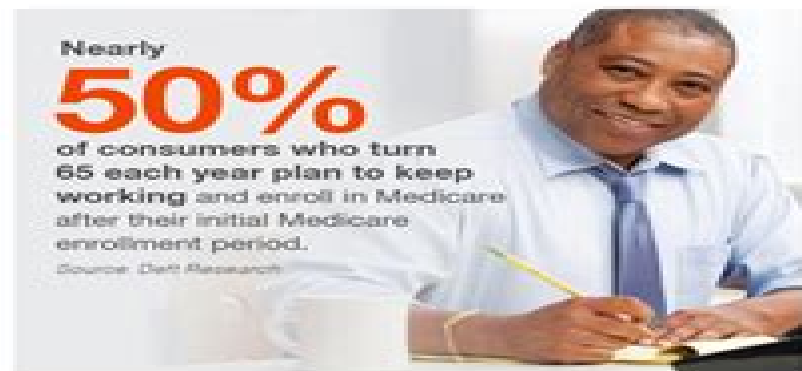
Many people are delaying Medicare enrollment.

Nearly

50%

of consumers who turn 65 each year plan to keep working and enroll in Medicare after their initial Medicare enrollment period.

Source: Deloitte Research



Want to learn more? [Read our full Senior Media Habits report.](#)

Medicare Marketing Guidelines 23

Brendan G. Carr



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