



media logic®

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



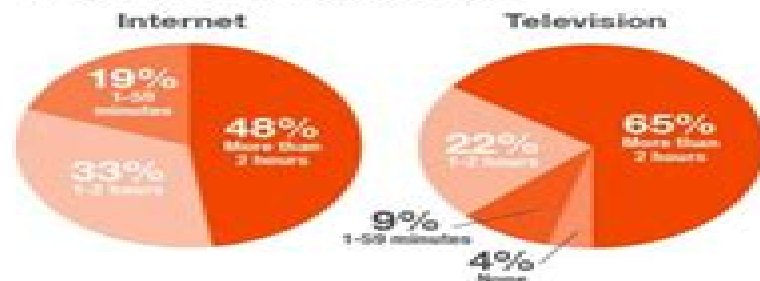
Previous Medicare Audience: Leading Boomers (1946-1955)

- 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

L Darling-Hammond



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Medicare Prescription Drug Benefit United States. Congress. Senate. Committee on Finance, 2007 **Examining the Federal Government's Partnership with America's Pharmacists** United States. Congress. House. Committee on Energy and Commerce. Subcommittee on Health, 2006 **Medicare and Medicaid Guide** , 2006 *Title 42 Public Health Parts 414 to 429 (Revised as of October 1, 2013)* Office of The Federal Register, Enhanced by IntraWEB, LLC, 2013-10-01 42 CFR Public Health Federal Register , 2013-05 *Minnesota Law Review* , 2008-04 **Code of Federal Regulations** , 2008 Special edition of the Federal Register containing a codification of documents of general applicability and future effect with ancillaries **Journal of the House of Representatives of the United States** United States. Congress. House, 2012 Some vols include supplemental journals of such proceedings of the sessions as during the time they were depending were ordered to be kept secret and respecting which the injunction of secrecy was afterwards taken off by the order of the House

Corporate Compliance , 2000 **Journal of the Senate of the United States of America** United States. Congress. Senate, Public Health Office of the Federal Register (U.S.) Staff, 2011-01-03 The Code of Federal Regulations is a codification of the general and permanent rules published in the Federal Register by the Executive departments and agencies of the United States Federal Government **Indexes for Abstracts of Reports and Testimony** , 1998 **Corporate Compliance, 2000** , 2000 *Health Care M&A* ., 2000 **Legislative Calendar** United States. Congress. House. Committee on Energy and Commerce, 2007 **Financial Valuation** James R. Hitchner, 2006-09-30 Praise for Financial Valuation This Second Edition addresses virtually all of the recent hot topics in business valuation and there are many of them since the first edition Most chapters are updated with new material including especially the Duff President National Association of Certified Valuation Analysts Coauthors Mel H Abraham R James Alerding Terry Jacoby Allen Larry R Cook Michael A Crain Don M Drysdale Robert E Duffy Edward J Dupke Nancy J Fannon John R Gilbert Chris Hamilton Thomas E Hilton James R Hitchner Steven D Hyden Gregory S Koonsman Mark G Kucik Eva M Lang Derald L Lyons Michael J Mard Harold G Martin Jr Michael Mattson Edward F Moran Jr Raymond E Moran James S Rigby Jr Ronald L Seigneur Robin E Taylor Linda B Trugman Samuel Y Wessinger Don Wisehart and Kevin R Yeanoplos Guide to Nursing Management and Leadership Ann Marriner-Tomey, 2000 This well respected text teaches nursing students about leadership and the management process and supplies the practicing nurse with practical information about nursing administration In response to the dramatic changes in health care in recent years this sixth edition expands both content and focus by discussing delegation team development cost containment health care networks mergers and acquisitions community based practice and continuous quality improvement It focuses on current trends that include technology ethics diversity and managed care Includes a FREE MERLIN website at www.harcourthealth.com MERLIN Marriner guide Spanish version also available ISBN 84 8174 526 X **Legislative Calendar** United States. Congress. House. Committee on Commerce, 2008 **Operations**

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