

# Working Directly With Employers

- ▶ Small/Medium Employers Don't Usually Provide Retiree Health
- ▶ The HR People Get Constant Questions About Medicare
  - They do NOT Want to Deal with the soon-to-be-leaving
- ▶ Introduce Yourself as Resource for Those Questions
- ▶ Offer to Do an Employee Seminar on Medicare Questions

*OR*

Do a Seminar for a group of HR People on Medicare

- They will appreciate info, but not understand
- Tell them they can refer any questions to you as expert

