ACA MARKETPLACE GUIDE

Individual & **Family Plans 101**

Finding the Right Health Coverage
for You and Your Family

A Client Education Guide by **The McCormick Agency**

Licensed & Independent

No-Cost Guidance

Families & Individuals

ABOUT US

The McCormick Agency

Licensed Health Insurance Agency

We specialize in helping **individuals, families, and self-employed clients** find the right health coverage that fits their lives and budgets. Our mission is to **simplify the health insurance process** so you can focus on what matters most — your family's health and future.

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We work FOR you — not for any one insurance company.

OUR PROMISE
Independent & Unbiased Guidance

OUR APPROACH
No Cost to You, Ever

OUR EXPERTISE
IFP · ACA · Self-Employed Plans

CLIENT PROFILES

Who We Help

No matter your situation, we find coverage that fits your life and budget.

Self-Employed Individuals

Freelancers, contractors, and business owners without employer coverage

Families Between Jobs

Lost group coverage and need a bridge or permanent plan

Early Retirees

Retired before 65 and not yet eligible for Medicare

Growing Families

Adding a spouse, child, or newborn to coverage

Young Adults

Aged off parents' plan at 26 and need their own coverage

Anyone on the Open Market

Simply looking for better or more affordable coverage

What Are Individual & Family Plans?

DEFINITION

Individual and Family Plans (IFPs) are health insurance policies you purchase on your own — not through an employer. They cover essential health benefits required by the Affordable Care Act and can be customized to fit your **household size, budget, and health needs.**

10 ESSENTIAL HEALTH BENEFITS (ACA)

- Ambulatory Services
- Hospitalization
- Mental Health
- Rehabilitative Services
- Preventive Care
- Emergency Services
- Maternity & Newborn Care
- Prescription Drugs
- Lab Services
- Pediatric Services

Whether you are a family of one or five, there is a plan designed for you.

ACA-Compliant

All marketplace plans cover the **10 Essential Health Benefits** by law — guaranteed, no exceptions.

Flexible Options

Choose from multiple **plan types and metal tiers** — Bronze through Platinum — to match your specific health and budget needs.

Available Year-Round

Enroll during **Open Enrollment** (Nov–Jan) or qualify for a **Special Enrollment Period** triggered by a qualifying life event.

Subsidy-Eligible

Many families qualify for **premium tax credits** that significantly reduce — or even eliminate — their monthly costs.

HEALTH INSURANCE BASICS

Types of Health Plans

PLAN TYPES

HMO — Health Maintenance Organization
Requires a primary care physician (PCP) and referrals. Lower premiums. Network-only coverage.

PPO — Preferred Provider Organization
See any doctor without a referral. Larger network. Higher premiums.

EPO — Exclusive Provider Organization
No referrals needed but must stay in-network. Mid-range cost.

HDHP — High-Deductible Health Plan
Lower premiums, higher deductible. Pairs with an HSA for tax savings.

HDHP + HSA = powerful tax-saving combo

METAL TIERS (ACA MARKETPLACE)

Plan pays → 60% → 70% → 80% → 90%

Bronze
Lowest premium / Highest out-of-pocket. Best for healthy, low-use individuals.

Silver
Moderate premium / Moderate cost-sharing. Qualifies for Cost-Sharing Reductions (CSR).

Gold
Higher premium / Lower out-of-pocket. Good for frequent medical users.

Platinum
Highest premium / Lowest out-of-pocket. Best for high medical need families.

Your agent will help you match the right plan type and tier to your situation.

Key Cost Terms You Need to Know

CLIENT EDUCATION GUIDE

Premium
01

Monthly Payment

Your monthly payment to keep coverage active. Due **whether or not** you use your insurance.

PAID EVERY MONTH

Deductible
02

Before Sharing Starts

Amount you pay **out-of-pocket** before your plan starts sharing costs with you.

YOU PAY FIRST

Copay
03

Fixed Visit Cost

A **fixed amount** you pay per visit or service — for example, **$40** for a primary care visit.

FLAT FEE PER VISIT

Coinsurance
04

Your Cost Share %

Your share of costs **after** your deductible is met — for example, **20%** of the bill.

SPLIT WITH INSURER

Out-of-Pocket Max
05

Your Annual Ceiling

The **most you'll ever pay** in a plan year. After this limit, the plan pays **100%** of covered costs.

UP TO $9,450 / INDIVIDUAL

HSA
06

Health Savings Account

A **tax-free** savings account paired with an HDHP to cover qualified medical expenses.

TRIPLE TAX ADVANTAGE

Understanding these terms helps you compare plans confidently and avoid unexpected costs — your agent is here to walk you through each one.

HOW IT WORKS

The ACA Marketplace & How It Works

FEDERAL MARKETPLACE
Healthcare.gov & State Exchanges

1 — Visit Healthcare.gov or Your State Marketplace

Create an account and enter your household information.

Federal & State

2 — Enter Your Income & Household Size

This determines your subsidy eligibility and plan options.

Subsidy Eligibility

3 — Compare Available Plans

Review plan types, premiums, networks, and benefits side by side.

Side-by-Side View

4 — Select & Enroll

Choose the plan that fits your needs and complete your enrollment.

Official Enrollment

5 — Pay Your First Premium

Coverage becomes active once your first payment is received by the carrier.

Coverage Active!

Your McCormick Agency agent can walk you through every step — at no cost to you.

Agents are licensed marketplace-certified professionals. Their guidance is free — insurers pay agent compensation, not you.

Get Expert Help Today

Free · No Obligation · Licensed

Financial assistance available under the ACA & Inflation Reduction Act through 2025.

$0

Monthly premium possible for eligible households

Income-based eligibility. Reconciled annually on federal taxes.

Thanks to the **Affordable Care Act** and the **Inflation Reduction Act**, millions of Americans qualify for financial help that dramatically lowers their monthly premium.

Premium Tax Credit (PTC)

Reduces your monthly premium. Based on household income as a % of the **Federal Poverty Level (FPL)**.

Cost-Sharing Reductions (CSR)

Available with **Silver plans**. Lowers your deductible, copays, and out-of-pocket maximum.

Who Qualifies

Households earning **100%–400%+ of FPL**. Enhanced subsidies through 2025 extend eligibility further.

No Employer Coverage

You must **not have access** to affordable employer-sponsored insurance to qualify.

Advanced Payments

Subsidies are paid **directly to your insurer** each month — you pay only the difference.

Reconciled at Tax Time

Your actual subsidy is **reconciled on your federal tax return** each year using Form 8962.

✓ A family of 4 earning up to ~$124,800 may qualify for Premium Tax Credits under enhanced ACA rules through 2025.

CLIENT EDUCATION GUIDE

How to Choose the Right Plan

The McCormick Agency

Ask Yourself These Questions

- Do I have preferred doctors or specialists I want to keep?
- How often do I typically use medical care?
- Do I take regular prescription medications?
- Can I afford a higher deductible in exchange for a lower premium?
- Do I want to open a Health Savings Account **(HSA)**?
- Will I need maternity, mental health, or specialist coverage?

> Your answers to these questions help narrow down the plan type and metal tier that best fits your lifestyle and health needs.

Matching Needs to Plans

YOUR SITUATION	BEST FIT PLAN
Rarely use care + healthy budget	**Bronze HDHP + HSA**
Moderate care + mid budget	**Silver PPO or EPO**
Frequent care + prefer low copays	**Gold HMO or PPO**
Chronic conditions + high use	**Platinum PPO**
Want flexibility + no referrals needed	**PPO or EPO**

METAL TIER GUIDE

- **Bronze** — Lowest premium
- **Silver** — CSR eligible
- **Gold** — Low copays
- **Platinum** — Lowest out-of-pocket

Your agent compares dozens of plans across carriers to find your best fit — **at no cost to you.**

CLIENT EDUCATION GUIDE

Enrollment Periods

01 / ANNUAL

Open Enrollment Period

Primary window to enroll or switch plans. Coverage begins Jan 1 or Feb 1 depending on enrollment date.

Nov 1 – Jan 15 (Federal)

02 / LIFE EVENTS

Special Enrollment Period

Triggered by qualifying life events: job loss, marriage, divorce, birth of a child, relocation, or gaining citizenship.

03 / COVERAGE LOSS

Loss of Coverage SEP

Lost employer coverage, COBRA, or Medicaid? You have a window to enroll in a marketplace plan.

⏱ 60-Day Enrollment Window

04 / FAMILY GROWTH

New Baby or Adoption

Adding a dependent is an immediate qualifying event. Enroll within 60 days of birth or adoption finalization.

⏱ 60-Day Enrollment Window

05 / YEAR-ROUND

Medicaid & CHIP

Low-income individuals and families may qualify year-round — no enrollment window restrictions apply.

✓ No Enrollment Window

Not sure which period applies to you? **The McCormick Agency** will confirm your eligibility and guide you through enrollment — at no cost to you.

REAL-LIFE SCENARIOS

How Real Clients Found the Right Plan

All scenarios based on real ACA outcomes

The Martinez Family

Family of 4 · Texas · Self-Employed

Both parents are self-employed, earning **$72,000/year**. They qualified for a **$980/month premium tax credit**, bringing their Gold PPO down to just **$210/month** — with $500 deductibles and low copays for the whole family.

$980	$210	$500
Monthly Tax Credit	Monthly Premium	Deductible

Sarah, Age 29

Freelancer · Aged Off Parent's Plan

Sarah aged off her parents' plan at 26 and works as a freelancer. She enrolled in a **Bronze HDHP at $87/month** after her tax credit. She opened an HSA and saves **$200/month tax-free** for medical expenses. Total annual protection: **$8,000**.

$87	$200	$8K
Monthly Premium	HSA Savings/Mo	Annual Coverage

David, Age 58

Early Retiree · Bridging to Medicare

David retired at 58 and needed coverage until Medicare at 65. With CSR reductions, his **$15,000 deductible dropped to $800**, and a **$1,100/month subsidy** offset his premium. He pays just **$195/month** for comprehensive Silver coverage.

$195	$1,100	$800
Monthly Premium	Monthly Subsidy	Deductible (CSR)

Your McCormick Agency agent finds your best match across all available plans — at no cost to you.

Frequently Asked Questions

Can I keep my current doctor?

A It depends on the plan's network. Your agent can check if your preferred providers are in-network **before you enroll**.

What if I miss Open Enrollment?

A You may qualify for a **Special Enrollment Period** due to a life event. Otherwise, short-term plans or Medicaid may be options to explore.

Is a marketplace plan better than buying direct?

A Marketplace plans are the **only way to receive subsidy savings**. Direct (off-exchange) plans may offer more options but no tax credits.

How does my income affect my premium?

A The lower your income relative to the FPL, the larger your premium tax credit — which can bring your monthly premium to **$0**.

Can I change plans mid-year?

A Only if you experience a **qualifying life event** that triggers a Special Enrollment Period. Otherwise, wait for the next Open Enrollment window.

Does my plan cover prescriptions?

A Yes — **all ACA-compliant plans cover prescription drugs**, though formularies and copays vary by plan. Your agent can compare Rx costs.

Have more questions? Your agent is available to clarify any coverage detail — at no cost to you.

NEXT STEPS & CONTACT

Your Family Deserves the Right Coverage.

Let us find a plan that protects your health and fits your budget — without the confusion.

- Schedule your free, no-obligation coverage review
- Get a personalized plan comparison in minutes
- Enroll during your next available enrollment window

The McCormick Agency

LICENSED HEALTH INSURANCE AGENCY

Contact@mccormickagency.com

www.mccormickagency.com

Get Your Free Coverage Review Today

✦ Our services are always 100% free to you ✦

We make health insurance simple — so you can focus on living your best life.