Financial Coordinator Presentation
The Financial Obligations of Liver Transplantation

Planning for Financial Obligations

There is a definite need to have a plan going into transplant. That need applies to the financial side of transplant, as well.

Transplant/Outpatient Coverage

The first step in financial planning is finding out what your insurance covers. You will need to call your insurance customer service line and ask what your benefits are specific to transplant. There are many phases of transplant, such as transplant admission, outpatient appointments, medical procedures and prescriptions, and each may have a separate level of coverage. There may be maximum allowable limits or exclusions. To assist you in communicating with your insurance company, we have provided a questionnaire to guide you in your coverage discussions for each phase of transplant. The questionnaire can be found in the Resources section of this Patient Education Guide.

You Should Know

An insurance questionnaire can be found on page 25 of the Resources Section.

Insurance Planning

- Insurance
  - Transplant coverage
  - Outpatient coverage
  - Benefits questionnaire
  - Changing insurance
  - Live Liver Donation Coverage
- Referrals and Authorizations
- Prescription Coverage

Referrals and Authorizations

If you have coverage through a Health Maintenance Organization (HMO), you should be familiar with the process of obtaining referrals. It will be your responsibility to obtain all referrals for your appointments and procedures. This is especially important if you are coming here “out-of-network” as your HMO MUST approve all care done here PRIOR to the appointment. If you fail to obtain a referral prior to the appointment (many insurance carriers do not allow a referral after the appointment has occurred), you would be responsible for all costs of treatment.
Change of Insurance

Due to the incredible importance of having continual insurance coverage for all of these costs, it is extremely important – from this point forward – that you notify your financial coordinator of ANY insurance changes. This includes changes to the policy you currently have. Even seemingly small changes to an existing contract will require us to re-verify your benefits. We also stress the importance of consulting with us when you’re considering changing insurance and you have a choice on what you can choose. This will allow us to review with you the various coverages available to you, considering the benefit levels, limitations and exclusions specific to transplantation. It is important to note that some coverages may require you receive a transplant at a center within their network and may NOT allow you to receive a transplant here. You must also remember that if you have a lapse in coverage between policies, the second policy may include a waiting period which could leave you without coverage for a period of time. Remember to always continue your coverage up to the start date of the new coverage, even if you must pay premiums through COBRA to ensure this. Finally, if you fail to let us know about changes to your insurance, you risk being placed on hold on the wait list until your new insurance can be re-verified and a new authorization for transplant obtained.

Prescription Coverage and the Cost of Anti-Rejection Medications

Prescription coverage also will be extremely important. Your medications after transplant are expected to cost between $5,000 and $7,000 per month. You will need to take approximately 10 medications during the initial period following transplant. Over a period of time following transplant the medications may decrease in the dose and number of medications taken.

<table>
<thead>
<tr>
<th>Commonly Prescribed Discharge Medications</th>
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<tr>
<td><strong>Immunosuppressant’s</strong></td>
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<tr>
<td>Tacrolimus (Prograf®)</td>
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<tr>
<td>Prednisone</td>
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<tr>
<td>Mycophenolate (Cellcept®)</td>
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<tr>
<td><strong>Anti-Viral</strong></td>
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<tr>
<td>Medication Prescribed to 90% of Transplant Patients</td>
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<tr>
<td>Valganciclovir (Valcyte)</td>
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<tr>
<th>Other Potential Post Transplant Medications</th>
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<tr>
<td>Peginterferon alpha-2a (Pegasys®)</td>
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<tr>
<td>Ribavirin (Copegus®)</td>
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<tr>
<td>Other Medications</td>
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The cost of immunosuppressive medications is very high. Transplant patients must take immunosuppressive drugs for life. Therefore, it is important to have insurance coverage for prescriptions and a financial plan to allow you to have the drugs necessary following transplant.

We have attempted to share some estimated costs for the most frequently used transplant immunosuppressive medications. It is important to understand that many patients must take many medications beyond their immunosuppressive medications.

Each patient needs to discuss their insurance coverage for medications and their financial plan with the financial coordinator before and after their transplant.

**Assistance Programs**

*Medicare*

We strongly suggest that all patients pursuing a transplant apply for Social Security Disability Income. Once patients are approved for Social Security Disability Income they will begin to receive a monthly income. Patients will become eligible for Medicare coverage after they have had a documented disability for two years. Once you have started receiving your Social Security Disability Income, you will want to request an extension on any COBRA policies to keep them active until you are eligible for Medicare coverage.

*Medicare Part A*

Medicare Part A pays for facility charges during an admission. It has a deductible for the first 60 days of admission and a copay per day thereafter. There is no premium payment for Part A.
**Medicare Part B**

Medicare Part B pays for the physician fees and clinic appointments at 80% after your deductible. It also pays for 80% of the anti-rejection medication coverage, if on Medicare at the time of transplant. If Medicare Part B is paying for your immunosuppressive medications, your supplemental medical insurance would pay the other 20%.

**Medicare Part D**

The example shows costs for covered drugs in 2011 for a plan that has a coverage gap:

- Patient pays their monthly premium.
- The patient pays the first $310 of their drug costs (the annual deductible) before the plan starts to pay.
- The patient pays a co-payment and the plan pays its share for each covered drug until their combined amount (plus the deductible) reaches $2,840. The patient’s out of pocket costs for this time period is about $632.50.
- Once the patient and the plan have spent $2,840 a period of no coverage enters, called coverage gap or a donut hole.
  - Coverage gap is for all drugs costs from $2,840 to $6,447.50 about $3,607.50.
  - In 2011, the patient gets a 50% discount on covered brand-name prescription drugs that counts as out-of-pocket spending, and helps the patient get out of the coverage gap.
- Patient pays 100% of the drug costs for all prescription drugs that are not name-brand during this period.

- Keep in mind that even with the 50% discount, brand-name prescription drugs may still result in a higher out-of-pocket cost. Many plans may not cover brand medications when there is a generic equivalent.

- When the patient and plan has spent $4,550 for the year, the coverage gap will end. Now the patient only pays a small co-payment for each drug until the end of the year.

Medicare Part D is the new prescription drug plan rolled out by the federal government on Jan. 1, 2006. If you are on Medicare and do not have prescription coverage, you should enroll in Part D. If you do not enroll in Part D when eligible and do not have better prescription coverage than they offer, they will penalize you 1% of the premium payment for each month you do not enroll. So for example, if you are eligible and wait a year, you will pay a premium that is 12% higher than if you enroll at the time of eligibility. If on Medicare at the time of transplant, Part D will only be paying for your non-immunosuppressive medications. Medicare Part B would pay for the immunosuppressive medications. If you are NOT on Medicare at the time of transplant, but obtain it later with Part D, then Part D would pay for both immunosuppressive and non-immunosuppressive medications. This is a very important point to understand about Medicare coverage for medications.

**Medicaid**

If you find that your current insurance coverage does not cover you sufficiently, or if you are losing your coverage, Medicaid may be an option for you. Patients must qualify on two levels to be considered for Medicaid.

- Financial Status Qualifications
  - Financial Status – Your income, the number of people in your home and your assets will be considered in qualifying based on financial status. You may qualify if you have a low income and no large assets (one home and one vehicle are exempt). All patients must qualify on the basis of their financial status to be considered for Medicaid coverage.

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**Assistance Programs**

- Medicaid
  - Income and Assets
  - Age, disability or minor children in home
  - Straight Medicaid will change to an HMO Plan within the first three months
  - Please notify your financial coordinator before choosing
- Spend Down
• Other Qualifications – Patients must qualify for one of the following in addition to qualifying based on financial status:
  • Age – You must be under 21 years of age or over 65 years of age
  • Health Status – You qualify if you have been approved for Social Security Disability Income
  • Minor children in the home

Financial Planning

Developing a Financial Plan for Out-of-Pocket Expenses

Being prepared by having a financial plan is the key to minimizing the financial strain and stress to you and your family as you go through the transplant process.

Once you have determined what your insurance covers, you’ll have a better understanding of the “out-of-pocket” medical expenses you should anticipate. Other expenses, often considered “non-medical” that you may need to pay for include:

• Insurance out-of-pocket amounts, such as deductibles and copays
• Travel expenses
• Meals
• Lodging
• Telephone calls
• Babysitters
• Increased clinic and prescription costs post-transplant
Fundraising

If, for any reason, you struggle with the costs associated with your transplant, you may need to consider doing some fundraising. Fundraising is best done before the transplant when you are feeling better, instead of while you are trying to recover from major surgery. There are groups that specialize in assisting patients in raising funds to cover their expenses. A huge benefit to using a fundraising group is to protect the money you raise from being taxed. If you directly accept funds that have been raised, they are considered taxable income. While the fundraising groups do retain a small percentage of the funds donated for their operating costs, the amount they retain is significantly less than you would pay in taxes. Funds raised by these groups allow more of the funds to be available for your transplant costs. Also, if you are on Medicaid, monies accepted directly by you will be considered income and will affect your financial eligibility possibly disqualifying you for Medicaid. Using a fundraising group would eliminate this issue.

There are two main groups that our patients use to assist them in their fundraising efforts. These groups are the National Transplant Assistance Fund, (800) 642-8399, and the National Foundation for Transplants, (800) 489-3863.

You can view a video which explains fundraising at www.transplantfund.org. Click on “View NTAF ‘Why Fund Raise’ video” for a summary of how fundraising works.

Stay in Contact with Your Financial Coordinator

It is very important that you stay in contact with your transplant financial coordinator, not only in regard to a change in insurance, but for any insurance or financial issues.

If you are currently experiencing financial hardship, you may wish to speak with your coordinator to discuss the options in managing these challenges. Please do not wait until you are overextended financially – with a pile of past due bills!

The financial coordinator needs to keep your authorizations current for your transplant to occur. If you have not notified your financial coordinator of changes in your insurance, they are unable to keep your authorizations current. If this happens it could result in your listing being placed on hold until the authorizations can be obtained.
After Transplant – Continuous Coverage for Life

Prescriptions

Prescription coverage is the number one financial problem patients have after transplant. You need continual prescription coverage after transplant. The costs of your medications immediately post transplant will run between $5,000 and $7,000 per month. If you do not have coverage and cannot pay for your anti-rejection medications, your new liver will fail.

If you anticipate changes in your current prescription coverage and do not have a planned transition to a new coverage, call your financial coordinator right away. Do not wait. Finding a new way to pay for your medications takes time; call as soon as possible so that you have time to develop a new plan.

Medical Coverage

It will continue to be important to call your financial coordinator with changes to your medical insurance post-transplant to ensure continual coverage for your transplant care for life.

Many insurance policies have a waiting period, which is a period of time after the start of the policy when no benefits will be paid if the service is related to a previous disease or transplant. If you are on an assistance plan (Medicare or Medicaid), it is important to obtain new group coverage long before your assistance plan ends to avoid any periods with no coverage. Most waiting periods last for one year. You may need to return to work, obtaining insurance coverage through your employer, long before the expected loss of your Medicare and Medicaid coverage.
Life Insurance

Many life insurance companies deny coverage to patients who have received a transplant and to many patients who have donated an organ. If you are considering obtaining life insurance coverage, it is best that you obtain it prior to being listed as a recipient or beginning the evaluation process to become a donor.