

“7 THINGS YOU MUST KNOW BEFORE APPLYING FOR ANY KIND OF INSURANCE”

(Avoid traps. Save thousands. Get confidence.)



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Free Download



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Preface

When I first started explaining insurance to prospective clients—life, home, auto—you wouldn't believe how many people told me, "Wow, nobody's ever explained it like that before. You make insurance easy!"

After hearing that again and again, I realized that "making insurance easy" wasn't just a tagline... it was my *calling* and *mission*. God gave me the gift of public speaking and making complicated things sound easy, so I'm happy every time He allows me to use that gift to help people. Because let's be honest, most people don't find insurance easy, at all. Do you find insurance easy? Probably not.

I've had the honor of being invited to speak to employees of the Galveston-Houston Archdiocese, parishioners at both St. Ignatius of Loyola and Prince of Peace Catholic Churches, and most recently the Holly Hall Christian Retirement Community, and I always start with one question: "If you could describe insurance in one word, what would it be?" The answers are almost always the same—"expensive," "complicated," "necessary." But the #1 word I hear is "CONFUSING." And you know what? They're right!

For example, just in the realm of life insurance, you have jargon like "Term", "Whole Life", "IULs", "Level," "Graded," "Modified", "Guaranteed Issue," "CBO" and "Return of Premium," and the famous "\$9.95 Plan", it's no wonder people feel overwhelmed!

And don't even get me started on Medicare! You have "Original Medicare", "Parts A, B, C, D", "G Plans", "N Plans", "MAPDs", "PDPs", "co-pays", "co-insurance", "deductibles", "MOOPs" and "Medigaps", just to name a few. When I'm invited to present my "Medicare Maze" workshops to seniors, I can see the confusion and anxiety in their faces when they arrive... and the smiles and sighs of relief when they leave.

I wrote this short e-book to give you some "inside information" that all insurance companies use to determine if they will cover you or not. I promise you'll learn at least one thing that you didn't know about insurance before reading this e-book.

And hey, if this guide sparks a few "aha" moments (and I hope it does), don't stop here. I'd love to help you personally—or even come speak to your church group or business group—to demystify insurance once and for all.

I'm just a phone call away and I would be honored to help you. So let's make insurance easy—together! Enjoy the information that follows and may God bless you with good health and an abundance of peace, love and joy!

-Vincent Gonzalez
Christian, Dad, Trophy Husband
(LOL! Just kidding about that trophy husband!) :-)

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#1 – “ORIGINAL MEDICARE” ISN’T A FULL BLANKET

What most people don’t realize: Medicare Parts A & B cover only about 80% of approved hospital and physician costs.*

In fact, Medicare leaves out key services entirely such as, dental, vision, hearing, long-term care and prescriptions.

Why does this information matter? Sadly, I see many seniors who have said, “But I thought Medicare paid for everything.” I mostly hear that after they’re coming out of a long hospital stay and are faced with paying tens of thousands in out-of-pocket medical bills --- their 20% “fair share”.

What to do:

- 1.) Consider getting a Medigap (Supplement) plan, such as Plan G which will pick up the 20% “gap” that Medicare leaves behind.
- 2.) Consider getting a Medicare Advantage plan that bundles more services such as dental, vision, hearing and prescriptions.
- 3.) Compare the costs and what each plan covers before you enroll into Original Medicare or a Medicare Advantage plan.
- 4.) Ask a licensed agent (preferably someone local in your community): “Can you create a side-by-side illustration for me that shows exactly what I would have to pay if I suffer a major health event?”

#2 – LIFE INSURANCE CAN PAY WHILE YOU'RE ALIVE

I meet with many people ---young and old ---on a daily basis to discuss their life insurance questions. I would say that almost 80% of them have never heard of “living benefits”. When my clients ask, “Why is this important?”, I say, “It’s important because sometimes bad things happen that are worse than dying.”

For example, God forbid you suffer a heart attack or stroke or get diagnosed with cancer and you can’t bathe, dress, feed or go to the toilet yourself. You’re not able to go to work to support yourself or family, right? So where will the money come from to pay the mortgage, bills, food and expenses? That’s where living benefits come to the rescue!

Example: On a \$100,000 life policy, if you are diagnosed with a terminal, critical or chronic illness, it’s possible you could draw \$50,000–\$90,000 out of your policy to use for medical bills, caregiving, home modifications, or a final vacation with your loved ones.

What to do:

- 1.) Check your policies to see if you have living benefits.
- 2.) Check to see exactly what kind of living benefits you have.
- 3.) Get a licensed professional (like me) to review your policy if you don’t know how to do it yourself. The service is free.
- 4.) Don’t have life insurance with living benefits? Contact a licensed, experienced agent and ask for a “life insurance policy with living benefits”. Tip: If the agent isn’t asking you at least 15-20 questions to determine which policy and living benefits are best for your unique needs, call someone else.

#3 – THEY SEE YOUR RX AND MEDICAL HISTORY (YOU CAN'T “HIDE” IT)

Insurers commonly use Milliman IntelliScript and the Medical Information Bureau (MIB) to pull prescription and medical histories to determine your acceptability for insurance. You don't get to pick and choose what drugs or illnesses you want them to consider during the underwriting process. They cross-check your self-reported health disclosures against your Rx and medical file to spot omissions, misstatements, or red flags.

Here's quick example of a “bad scenario”: If your application says “no heart disease” but your RX history shows high blood pressure meds, the insurer may downgrade or deny your request for insurance.

What to do:

- 1.) Always be fully honest when you meet with your insurance professional to fill out your application whether it's for life or health insurance. Inconsistencies are red flags!
- 2.) Before applying, request a copy of your prescription history (you have that right). If there's an error in that history, dispute it before applying (to prevent denials).

#4 – MEDICARE ENROLLMENT IS TIME-SENSITIVE & EXPENSIVE IF NOT DONE ON TIME!

Attention “T-65ers” -

Your Initial Enrollment Period (IEP) is 7 months: 3 months *before* your 65th birthday month, the month *of* your 65th birthday, and 3 months *after* your 65th birthday. If you delay enrolling into Medicare during your IEP without a qualifying reason, you may pay a lifetime penalty (higher premiums) on your Medicare Parts B and D for each year you delayed your enrollment. Don't do that! (Hey Vince, what's a T-65er? It's someone who's turning 65.)

What to do:

- 1.) When you're about 64 ½ years old, start looking for a licensed, *experienced* Medicare agent that you can start a relationship with. I recommend working with a local agent because Medicare is important and something that you're going to need for the rest of your life. Find someone you can trust and build a relationship with them.
- 2.) Consider attending a free Medicare workshop to start understanding the “Medicare Maze”. (I often speak at churches in the Galveston-Houston area, so why not come see me? Check my website (<https://www.777insurancegroup.com>) to see where I'll be speaking and come on out and say hello. You might win a door prize!) :-)

What NOT to do (please!):

If you can help it, please try to avoid enrolling into Medicare with a national call center. They experience a high turnover of agents, which means you'll probably never speak to the same agent twice and you'll probably be “churned and burned” every year. Try your best to find a trustworthy local agent with whom you can enjoy a long-term relationship. You'll thank me later for this advice!

#5 – YOUR INCOME CAN PUSH YOUR MEDICARE COST HIGHER (THANK YOU, IRMAA)

What is IRMAA? IRMMA stands for “Income-Related Monthly Adjustment Amount.”

Simply put, if your modified addjusted gross income (MAGI) is above certain thresholds set by the federal government, you may have to pay higher Part B and Part D premiums (because you made “too much” money.) Here’s a tip: if in 2026 your Part B premium is more than \$206.50, as we say in the business, you got “IRMMA’d”.

What to do:

- 1.) Google: “IRMMA 2026 Chart” and review it. Find your modified adjusted gross income in the chart to determine if you’ll pay \$206.50 for your Part B premium in 2026 or if you’ve exceeded the threshold income.
- 2.) If you got “IRMMA’d”, you can file a reconsideration/appeal of IRMAA if you’ve had a “life-changing event”, such as retirement, loss of income, divorce.
- 3.) Plan ahead — Talk to a CPA when you’re 63 because your income at age 63 (or earlier) affects your Medicare premiums at 65.
- 4.) Work with tax planners/advisors in your early 60s to structure income sources (RMDs, capital gains, pension) to avoid IRMAA cliffs.

#6– WHY THEY ASK FOR SSN, BANK INFO, JOB & MORE (PATRIOT ACT + ANTI-FRAUD RULES)

The truth in plain language: Insurance companies must identify, verify, and monitor applicants to prevent fraud, money laundering, identity theft, and abuse...BECAUSE...they are regulated in many of the same ways as financial institutions, like banks. They must operate under statutes like the Patriot Act, anti-money-laundering laws, and other financial regulations.

Therefore, they ask for:

Social Security Number — to confirm your identity and pull your Rx and medical records.

Driver's License / State ID — to check your identity, driving record and criminal background.

Job & Income — to justify the size of the life policy you seek.

Bank Account / Payment Info — to set up premium payments, verify financial legitimacy, and prevent nonpayment fraud.

What does this really mean? It doesn't mean insurance companies don't trust you — it's simply part of mandatory regulatory compliance.

Why this is good for you: It helps protect YOU from identity fraud and ensures that your loved ones will get the death benefit payout securely.

#7- CAPTIVE AGENT VS. CALL CENTER VS. INDEPENDENT BROKER (WHICH ONE SHOULD YOU WORK WITH?)

I often get this question: “Mr. Vincent, what’s the best way for me to buy my insurance?” (Honestly, I want to say, “You can’t BUY insurance like you can buy something off the shelf at Target. You have to QUALIFY and APPLY for insurance - *any kind of insurance* - no matter how much money you have to throw at it.”) That’s the truth but I digress.

If I could give you one final (insider) tip about insurance, I would recommend that you try to work with an independent broker on any kind of insurance that you need, i.e., auto, home, life, health, Medicare, etc. Here’s why, based on my professional opinion and personal experience:

Least preferred: Call centers. Most of them don’t train their agents well enough to become proficient in their underwriting skills, so their turnover rate among agents is high. They usually “churn and burn” through their agents and customers and that’s not going to be good for you in the long run. You’ll probably never talk to the same agent twice. I do know of a couple that are good and are run well but most operate in a “churn and burn” fashion.

OK preferred: Captive Agents. They are actual employees of an insurance company, such as State Farm, Farmers and Allstate. They’re usually very well-trained and knowledgeable about their products but they are “captive” to one company. For example, an Allstate agent can only sell Allstate insurance. A State Farm agent can only sell State Farm insurance. They can’t sell you anything else because they are “captive” to Allstate and State Farm. That means that you have limited choices. Don’t get me wrong. Some of these folks are really good and I’ve referred business their way. They just have a limited product list.

Most Preferred - Independent Brokers. I'm an independent broker; most of us have contracts with at least 4-5 companies, so that we can offer our clients more solutions to solve their problems.

I'm fortunate to say that I have contracts with over 40 A+ rated insurance companies (many you've heard of) which gives me access to 200 different insurance solutions.

Do you smoke? Everybody knows that insurance companies always charge smokers higher rates than non-smokers. I've got a company that charges non-smoker's rates to smokers. What can I say? They're lenient to smokers. Some of my clients were denied coverage with other agents because they have COPD, CHF, ALS or diabetes with neuropathy. For me, it's not a problem because one of my companies will insure all of those illnesses with "Day-1 Coverage" - no waiting period!

Here's the truth: Everybody has some kind of insurance problem that they're trying to solve whether it's for life insurance, Medicare or something else. You'll have more chances at solving your insurance problems by working with a good independent broker. However, no matter how many contracts and products anyone has at their disposal, in my humble opinion, whoever you choose to work with should be honest, approachable, knowledgeable and fun to be with.

Are they honest or do they tell you what you want to hear?

Will they respond promptly to your calls and emails?

Do you trust their knowledge?

Do they have a positive attitude?

Are they fun to be around?

Would you feel comfortable referring them to your friends?

If the answer to all of those question is "Yes", you're on the right track!

BONUS: WHAT TO DO IF YOU NEED HELP

Insurance can be complicated and confusing. We've covered a lot in this e-book and I know that you learned at least one new thing about insurance that you didn't know before.

If you ever need to ask a question or get some advice about an insurance matter, please feel free to call me for assistance. If I have the answer, I'll give it freely. If I don't have the answer, I'll go get it for you.

I love providing free educational workshops about Medicare, life insurance and annuities, so if you'd like to invite me to speak to your church group or business group, or if you'd like to work with me one-on-one some day, I would be honored to do so. I'm just a phone call away and I'm here to serve YOU.

May God bless you with good health and
an abundance of peace, love and joy!
-VINCE GONZALEZ

To book a FREE educational workshop for your church group or
business group or to work one-on-one with Vince,
please contact him at:

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About Vince Gonzalez

#1 Core Value: Respect

Greatest Influencer: Mom

Favorite Challenge: Public Speaking

Loves: God's grace, my twin boys, wife, "Wilbur" and family

Supports: St. Jerome Catholic School

Favorite Getaway: Bahamas

Outdoor Passion: Dove hunting

Bucket List: Build a house with Habitat for Humanity

Favorite Food: Charbroiled steaks with home-grown veggies

Never Will Forget: Playing golf with Ed "Too Tall" Jones of the Dallas Cowboys

New Project: Starting a charity sporting clays tournament to raise money to feed hungry children. It'll be called ChristianClays.com

Favorite Words: "I love you, Papi."

