

# IRMAA Will Impact Your Clients and Your Business Model

## What is IRMAA?

IRMAA stands for the Income Related Monthly Adjustment Amount. It is a surcharge that is added to yours or your clients base monthly Medicare premiums, which is based on the amount of income that is received in retirement.

Everyone in retirement earns some sort of income whether it is pension, Social Security, wages, investments or a combination of these different types. *The higher the income that an individual has, the higher the premiums they are subjected to.* You can learn more about IRMAA by clicking this link

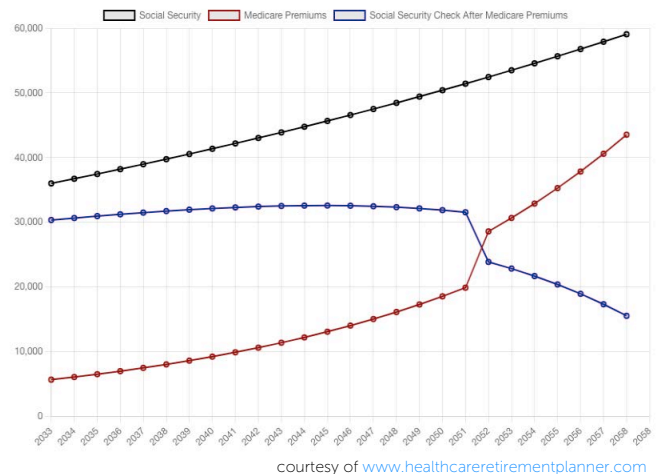
## Types of Income Recognized by IRMAA.

Social Security	Specific Annuities
Wages	Traditional 401(k)
Pension Income	Traditional IRAs
Rental Income	Traditional 403(b)
Capital Gain (including home)	Traditional 457
Dividends (including municipalities)	SEP-IRA / Keough

## How IRMAA Will Impact Individuals

To start, it is important to note that an individuals *Medicare costs are deducted directly from their Social Security Benefit.* With that in mind, lets look at an example of someone that is 55 years old, will have a Social Security Benefit of \$3200 per month in retirement and a Traditional 401(k) of \$500,000.

Based on this simple scenario, this individual will have approximately **\$465,000** deducted from their Social Security Benefit over the cost or retirement because of hitting an IRMAA income bracket and factoring in Medicares inflation rates.



## What is the Opportunity for You?

Less than 1% of financial professionals are educated on this subject and are able to help clients. Learning about IRMAA, will not only allow you to offer unique support to current client base, it will also allow you to attract new clients that are not being serviced correctly by their current team.

Learning how to reallocate retirement assets to minimize taxes and Medicare surcharges, has repeatedly shown how to increase production, acquire new clients and ultimate transform your business.

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