

## Elder Health opens Washington, DC, Medicare Advantage Plan

Baltimore, MD. January 2005 – Elder Health, Inc., a leader in the delivery of health care for Seniors is offering a new group of Medicare Advantage health plans in Washington, DC, beginning immediately, with initial enrollments effective for February 1, 2005, memberships.

“Washington DC fits in very well with our mission to serve Medicare recipients,” said David Weinstein, President of the Health Plan. “There are approximately 70,000 seniors in the District of Columbia, and many of them are underserved when it comes to health care.”

“The Washington Elder Health plans, much like the plans in Maryland and Pennsylvania, will operate a medical management model focused on personalized medical treatment that encourages preventative care and makes health services easier to access”, according to David Yalowitz, MD, MPH, Medical Director.

“The standard Elder Health plan has no monthly plan premium,” Weinstein noted. “Not only will it cover basic health care services such as routine physical exams, dental, vision and podiatry services, it , further, offers the member a choice of options – including Call-A-Ride for monthly transportation to see the doctor, a prescription benefit, or a reduction in Medicare Part B monthly premium.

“We’ll also help the members determine if they can qualify for even more services at greater savings under the dual eligibilities of Medicare and Medicaid,” Weinstein said. “For members who qualify for Medicaid benefits, the Elder Health Select Plan offers a selection of often essential benefits such as dentures, hearing aids and transportation services, not typically available under traditional Medicare or Medicaid, and this Plan has no monthly premium.

Additionally, the company will market a \$75 per month premium *Plus* plan, which provides up to \$1,000 in prescription benefits each year, Weinstein said. This plan will also reduce the member’s deductible for in-patient hospitalization and substance abuse to just \$175 per admission, as well as provide all the benefits and services of the standard Elder Health plan.

Weinstein said Elder Health’s move into the Washington market was a natural step for the company, which is headquartered in Baltimore, as part of a continuing growth strategy.

*Elder Health Washington, DC, a health plan with a Medicare contract, is part of Elder Health, Inc., a nine-year-old Baltimore-based family of innovative Medicare health plans serving Medicare beneficiaries in Maryland, Pennsylvania, and Washington, DC. The plans emphasize preventive services to promote member health.*

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