

## Testimonial Transcript: Gary Bartle

Every day you get three or four, five solicitations. A lot of its coming directly from companies. I'm sure there's some good information in there but it's going to be slanted towards what they're trying to do. That's why I thought this class would be better, because it's non-commercialized.

Particularly when you're retiring from your current company, most people are coming out of a situation where they're not involved a lot in their health insurance. And you come into this situation where you've got a different language and everything else that you've got entailed. They outlined it very clearly for you. They make it, they certainly make it very easy and simplify the whole process. It's just overwhelming when you get into this.

I mean, they send you out a book that's, I don't know, 150 pages and you, it's just hard when you, when you read something. You can read through it but it's much better to sit down in front of somebody and have them explain it to you. And then you can ask some questions and they can answer those questions. And it just totally clarifies a very complex subject. They went through it, gave me some of the lingo and what it was. There was question and answer and they'd point out something. You could question instead of just reading something and there's a lot of information. And I, in working, I had worked for two Fortune 500 companies and, of course, your insurance is given to you. It's good insurance. You really don't pay a lot of attention to it. And then when you get to this situation where you got to go out and find your own. The language is a little different and so you got to pick up on that and again. It's non-commercialized and there's a back and forth. You can ask questions and I thought that was, that was the way to do it.

State Health Insurance Assistance Programs. Available in your area. Local, unbiased, and trusted Medicare help. Visit [www.shiptacenter.org](http://www.shiptacenter.org) for more information. Depending on your area the SHIP program may also be known by one of these names:

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