

# Newsletter

*The latest news, views and announcements for the staff at Main Street Medical Supply.*

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### **MEDICARE AND WALKERS: WHAT'S COVERED AND WHAT'S NOT**

While Medicare provides coverage for many medical supplies, it often falls short in offering the best solutions for our customers' needs. Medicare typically covers basic walkers under Part B (Medical Insurance) as durable medical equipment (DME). However, the coverage is limited to standard, non-customized walkers that meet the basic medical needs. Over the years, Medicare reimbursements for walkers have significantly decreased, making it challenging to find higher-quality options covered by insurance.

According to Sue Chen, Founder and CEO of NOVA, a trusted brand sold at Main Street Medical Supply, "A walker that is both high quality and customized for the user is one of the most crucial ways to prevent falls in older adults and significantly improve quality of life. Unfortunately, Medicare is mostly focused on covering treatment, and not prevention or quality of life. Over the last 20 years we've seen Medicare cut reimbursements on walkers by 75%, and they no longer cover higher-quality walkers."

### **Why Consider Paying Out-of-Pocket?**

**Customization and Fit:** Buying out-of-pocket allows you to choose walkers that are tailored to your specific needs. Customization options can include adjustable height, ergonomic hand *(continued on page 2)*

grips, and additional support features. A well-fitted walker can significantly improve mobility and reduce the risk of falls, providing a safer and more comfortable experience. **Advanced Technology:** Many technologically advanced walkers and other mobility aids are not covered by Medicare. These advanced options often include features like lightweight materials, foldability for easy transport, and enhanced stability mechanisms. Paying out-of-pocket ensures access to the latest innovations in mobility aids.

**More Options:** Local retailers offer a broader selection of walkers compared to the limited options available through Medicare. This variety allows customers to find the perfect walker that suits their lifestyle and preferences, rather than settling for a basic model.

### Additional Benefits of Buying Locally

**Personalized Service:** At Main Street Medical Supply, we pride ourselves on providing personalized service. Our knowledgeable staff can help you find the right walker and ensure it fits correctly. We take the time to understand your unique needs and preferences, offering solutions that large online retailers simply cannot match.

**Try Before You Buy:** One of the significant advantages of buying from a local store is the ability to try out products before making a purchase. This hands-on experience can help you feel confident in your choice and ensure the walker meets your expectations.

**Support and Maintenance:** Our local store provides ongoing support and maintenance for all our products. Whether you need adjustments, repairs, or simply have questions, we are here to assist you long after your initial purchase.

Investing in a high-quality, customized walker can dramatically improve your quality of life. While Medicare may not cover the best options, paying out-of-pocket and buying from a local retailer offers numerous benefits.

Visit us today to explore our range of walkers and other mobility aids. Let us help you stay safe, mobile, and independent. (Source: Novajoy.com, Sue Chen)

## PRODUCT SPOTLIGHT

Experience comfort and mobility with Strongback Mobility. Strongback wheelchairs are lightweight and their ergonomic design provide exceptional support and improve posture. Strongback wheelchairs have an innovative frame-integrated posture support system that promotes proper spinal alignment reducing aches and pains. The compact and foldable design allows for convenient transportation and storage, making it perfect for on-the-go individuals. Come in and try it out today!

