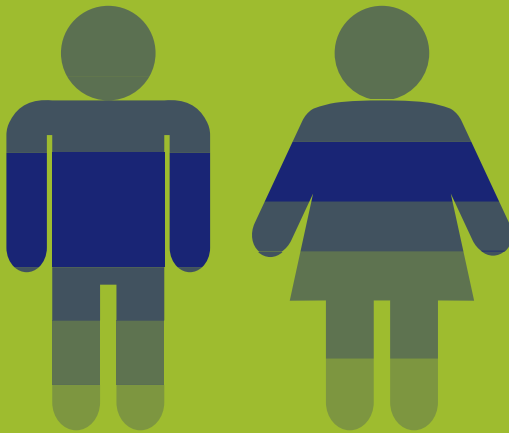


WHO WILL CARE FOR YOU?

LTCi - Paying for Long Term Care



*“ Once reaching the age of 65,
3 out of 4 Americans will
need long term care. ”*



Consider Who Will Care for You

Many people plan in advance for long term care to protect assets or to maintain independence and dignity, while others just want peace of mind. Increasingly more people are planning for potential long term care needs so that they don't burden family and friends.

Thirty years ago, it was common for an unpaid family member to provide care for a loved one in the home. These days, many households are dual income families or single parents with competing priorities like the promotion at work or raising young children.

A 40-hour work week plus raising a family leaves little time to be a primary caregiver.



If you are thinking about planning for long term care, ask yourself these questions:

?

Who will care for you?

?

Will your son or daughter be able to quit their job to care for you?

?

Would you want them to do the type of work that caregiving requires? Bathing, Dressing, Toileting?

?

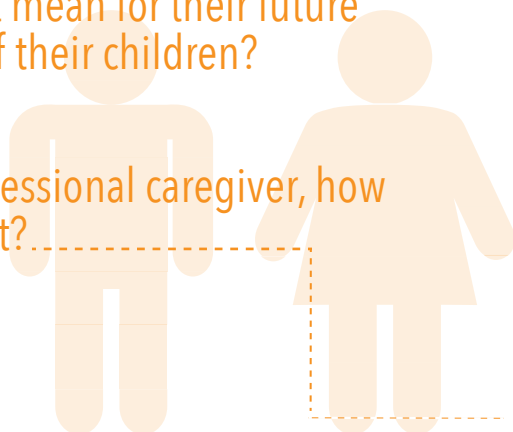
How would caregiving affect your daughter's or son's health, physically and emotionally?

?

What would that mean for their future and the future of their children?

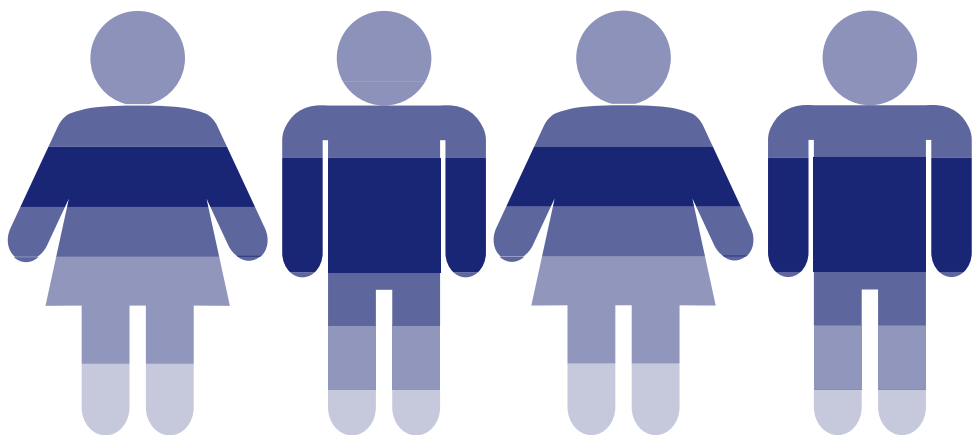
?

If you hire a professional caregiver, how will you pay for it?



Knowing your risks

Think that long term care is just for elderly people? Think again. Young men and women also need long term care for a variety of reasons including accidents, multiple sclerosis, strokes or other debilitating conditions. Forty one percent of the people receiving long term care are working age adults between the ages of 18 and 64.



"There are four kinds of people in the world:

- Those who have been caregivers
- Those who currently are caregivers
- Those who will be caregivers
- And those who will need caregivers."

- Rosalyn Carter, former first lady

Paying for Long Term Care

There are three primary methods of paying for long term care services today



Self Insure:

Without insurance you are self insured! If you need long term care tomorrow, how will you pay for it? From savings and investments? Will you have to liquidate stocks and retirement accounts at the bottom of the market? What about paying taxes on those retirement funds? These questions and more loom large when you haven't planned in advance for long term care expenses.



Medicaid:

Medicaid is a state and federally funded program designed to pay for health care, long term care and other needs of those who cannot afford to pay themselves. In order to qualify for Medicaid, you must "Spend Down" assets to required levels to qualify for benefits. Medicaid will take a snapshot of your financial situation and determine how much of your income and assets you can keep.



Long term care insurance:

Long term care insurance pays for long term care services. Policies vary in terms of what they will cover and insurance companies do require that applicants qualify for the coverage through an underwriting process.

There are several important considerations to be aware of as you look at long term care insurance.

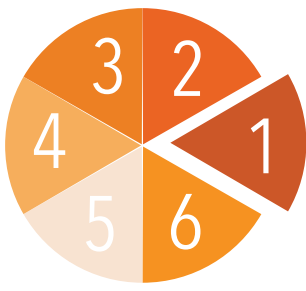
\$ How much coverage is right for you?

\$ Get expert advice - an agent knows.

\$ Valuable coverage for you & your family.

\$ What companies provide commitment to the client?

\$ Women are especially vulnerable.



There are six common reasons why people want to buy this insurance coverage:

- 1 Relieve the potential burden on their loved ones
- 2 Help to make certain they have a choice of care.
- 3 Help to make certain they maintain their independence
- 4 Help to protect the assets they've worked to earn (either for the spouse or to pass on to an heir)
- 5 Avoid having to rely on Medicaid
- 6 Proactively make decisions that help protect their family and themselves

Having long term care coverage could save you hundreds of thousands of dollars, should you need care

The new wider range of health care options makes it easier for you to plan ahead. Without planning ahead, however, you are unable to take advantage of many of these options.



Do Your Homework

Most people who are planning for their future long term care needs want a plan that will pay for home care, assisted living, community care services and nursing homes.



Designing the Right Plan

Putting it all together. - Monthly Benefits. Elimination Period. Benefit Period. Inflation Protection.



Do Your Research

Having choices guarantees that your situation and needs can most often be met with optimal benefits, affordable premiums, and the confidence that you have made the right decision.



Work With a Specialist

Only a long term care specialist can provide all of the resources and carrier access needed to make a plan that best fits your individualized needs.



Home Care Services

Home care is usually less expensive and more convenient than care in facility such as a hospital, nursing home or inpatient rehabilitation.

For your LTC insurance plan, you'll need to decide what your monthly benefit, elimination period, benefit periods and inflation protection will be.

Only a long term care specialist can provide all of the resources and carrier access needed to make a plan that best fits your individualized needs.

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