



Individual Long-Term Care Insurance Is Your Financial Plan Complete?

IS YOUR FINANCIAL PLAN COMPLETE?

A comfortable retirement can take a lot of planning. An important part of that planning is anticipating ALL your future needs... even Long-Term Care for you, a spouse or a loved one.

The cost of care can be expensive, and your ability to pay for care may affect the types of services you obtain. Some costs of Long-Term Care services can quickly erode your assets and may affect any inheritance for your children and grandchildren.

In addition to costs, there are other questions to consider. If you need Long-Term Care :

- Who will help you assess your Long-Term Care needs?
- How will you find the Long-Term Care providers you need?
- What can you do to reduce the concerns and responsibilities felt by your loved ones?

LONG-TERM CARE IS MUCH MORE THAN JUST NURSING HOMES.

Long-Term Care is the kind of help you may need because an accident, prolonged illness, or disability makes it difficult for you to care for yourself.

These days, Long-Term Care involves much more than just nursing homes. It can include home modifications so you can continue to live at home. It can mean having an aide remind you to take necessary medication. Training may also be provided to help a loved one care for you.

Long-Term Care can also include professional care, such as skilled nursing care you may receive at home or in other types of facilities.

The services covered by many Long-Term Care insurance policies reflect the increased emphasis on independence and home health care.

WHAT ARE SOME OF YOUR ALTERNATIVES TO COVER POTENTIAL LONG-TERM CARE COSTS?

Understanding the options available for funding Long-Term Care – as well as the benefits and shortcomings of each – can help you make an informed decision.

Here are just a few of the ways people respond to the possibility that they may need Long-Term Care services someday.

“Can I afford to pay for Long-Term Care myself?”

Many people decide to cover the costs of Long-Term Care with their personal assets. However, it's important that you

do not underestimate the potential costs of Long-Term Care. These statistics demonstrate the impact that Long-Term Care services can have on your financial plan.

- \$60,000 - \$120,000 per year depending on where you live and the type of care received ¹
- The actual risk of needing Long-Term Care is greater than 50% ¹
- Generally, neither Medicare nor private Medicare supplement insurance nor the health insurance you may have either on your own or through your employer will pay for Long-Term Care . ²

WHAT ARE SOME OF YOUR ALTERNATIVES TO COVER POTENTIAL LONG-TERM CARE COSTS? ...CONT.

“Will Medicare cover this?”

Medicare is designed to pay for acute care. Coverage is available in “skilled nursing” facilities under certain conditions. However, these conditions could be considered quite stringent. In fact, about 11 percent of all Nursing Home costs are paid by Medicare. The other 89 percent is mostly shouldered by individual savings or, when savings are depleted, Medicaid.³

“Will my children take care of me?”

Your family will certainly do everything they can to help care for you. However, family members may not be living in the same city, which can make it difficult for children to help their parents and assume a primary care giving role. Additionally, many households are dependent on dual incomes. This can make it difficult for a child caregiver to balance the responsibilities of a job with caring for his or her parent. Their hearts may be in the right place but your children may not be able to pay for needed care or have the expertise to provide or coordinate it.

LONG-TERM CARE INSURANCE OFFERS YOU CARE OPTIONS AND ASSET PROTECTION.

Long term care Insurance pays for actual charges incurred for covered expenses, giving you a way to help pay for your care and help protect your assets. It offers you care options that may not be covered by government programs. And it allows your family members to care for you longer and better by allowing paid qualified care givers to provide services that they

are best suited to provide and letting family members do what they do best.

Even better, if you’ve already been saving for the possibility that you’ll need Long term care services, LTC Insurance will free-up that money for other uses.

WHAT SHOULD YOU LOOK FOR IN A LONG-TERM CARE INSURANCE POLICY?

Flexibility to be designed according to your needs.

We all have different financial goals and lifestyles. It’s important to be able to choose a plan that is tailored to meet your needs. Look for a policy which offers features, optional benefits, and flexibility that addresses your specific needs.

you may want the flexibility of having a Long-Term Care Insurance policy that pays for all these options.

A stable insurance company.

Long-Term Care Insurance is only as good as the company behind it. Look for a solid financial history and high marks from the independent rating companies.

Coverage for a variety of needs.

With a wide range of home and community-based services,

ARE YOU A CANDIDATE FOR LONG-TERM CARE INSURANCE

You are, if...

- You want to choose the type of care you receive from your available options.
- You want to spare your family the responsibility of caring for you.
- You want to use your hard-earned savings as you see fit.
- You have the financial resources to pay for the coverage.

1. Shelton, Phyllis. *Long-Term Care: Your Financial Planning Guide*. New York: Kensington, 2003.

2. *A Guide to Long-Term Care Insurance*, HLA, January 2002.

3. *National Health Expenditures, Centers for Medicare and Medicaid*, January 2003