



1 Simple Question: Does LTC Pose A Financial Threat ?

The answer to that question is yes for most middle class Americans. Long-term care costs averaging \$72,000 annually can easily derail retirement plans in a few short years. Considering today's increased longevity and changes in health care, long-term care is one of the greatest risks our families face.

***If you or a loved one should need care...
will you be emotionally and financially prepared to handle it?***

Once carefully considered as a part of their retirement or financial plan many Americans are choosing to transfer this risk by way of insurance.

Consider Your Spouse and Family

Long-Term Care whether expected or unexpected can create untold stress for your spouse and family members. Loss of income, financing of care, and caregiving issues all come into play at the worst of times.

Long-Term Care insurance can help by setting a predetermined course for care, such as using professional caregivers during the day and family members in the evening when available. Long-term Care Insurance also can provide resources to help your family provide the best care available. These additional resources may also allow your family to weigh options they may not otherwise have the money to consider.

Independence and Control

Control comes in different forms. First of all, control over where care is provided.

Secondly, control over funding options. If you were incapacitated and did not have additional funding how would you feel if your valuable collection or vacation home was sold to pay for care?

By insuring part of the risk, you increase the possibility that you will receive the care you want most and will be able to fund it from the proper sources. Living your life the way you want to. Making choices that are right for you and your family. That's what independence is all about.

Simple Economics

At an average annual cost of \$65,000-\$75,000 per year for facility care and basic home care running about \$18 per hour, it is a matter of economics. Most pre-retirees and retirees don't have an extra \$5,000-\$6,000 per month laying around to pay for care. If they do how long could they afford to pay for care? Also realize those costs are for only one person with a care need.

Long-Term Care insurance provides an affordable way to transfer the enormous cost of care away from your nest egg and to the insurance company.

Risk Management Logic

According to the Society of Actuaries for every 1,000 people; 5 will have a house fire with an average loss of

\$3,428; 70 will have an auto accident with an average loss of \$3,000; and 600 will need LTC at an average annual cost of \$50,000-\$80,000 per year.

Long-Term Care insurance is like homeowners and automobile insurance – you hope that you never will need it, but if you do, you will be grateful the coverage is there.

1997 HIPAA legislation made Tax Qualified LTC Plan's premiums tax deductible and the benefits are tax free. Business owners can provide it for themselves and a spouse, and dependents, and exclude every other employee in the company, and still get a 100% tax deduction for doing that as a necessary business expense.

Timing

Long-Term Care Insurance can create additional time. This time can be used to transfer assets into a trust or into a child's name. Assets may not have to be liquidated to fund a care need or they may be stretched out over a greater period of time for the benefit of yourself, spouse or children.

Take Action...

Protect your family, your plans and your future.