Why is Long Term Care a Problem?

Because we are all aging...
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Long-Term Care Consultants was founded in 2000. For additional information, please visit:

www.LTCCINC.com
What is Long Term Care?

Long Term Care is Assistance with Activities of Daily Living (ADL’s)

- Bathing (including personal hygiene assistance)
- Toileting (using commode)
- Continence (control of bowel/bladder)
- Dressing (including prosthetics)
- Transferring (mobility)
- Eating (including preparation of food)
What is Long Term Care?

- Supervision for Cognitive Impairment, e.g., Alzheimer’s

Note: Long Term Care is Personal Care, **NOT** Medical Care
Where may I receive long term care services?

- Your Home
- Assisted Living Community
- Adult Day Care
- Nursing Home

What is your preference?
How much does long-term care cost?

- Home Health Care - $45,000 Plus, Annually
- Adult Day Care - $20,000 Plus, Annually
- Assisted Living - $50,000 Plus, Annually
- Nursing Home - $100,000 Plus, Annually
What **DOES NOT** pay for long term care?

- Medicare
- Medicare Supplement
- Health insurance
What **DOES PAY** for long term care?

1. Your Personal Assets/Income

2. Medicaid Will Pay After You Spend Your Personal Assets

3. Long Term Care Insurance Policy
How should **YOU** pay for long term care?

1. Your Personal Assets/Income?

2. Medicaid?

3. Long term care insurance policy?

3. What makes sense for your specific circumstances?
Why do you need a plan?

• Avoid being a burden to family and friends.
• Protect retirement income and assets.
• Assure quality care.
• Age in place SAFELY in preferred location.
• Leverage money to protect lifestyle.
• Maintain independence.
Long-Term Care Insurance Policy Design

Four Basic Components of a Policy

1. Benefit Period or “Bucket of Money”
2. Maximum Daily/Monthly Benefit
3. Inflation Options
4. Elimination/Waiting Period (Deductible)
Long-Term Care Insurance Policy Options

• Traditional Long-Term Care Insurance Plans

• Hybrid Long-Term Care Insurance Plans
  – Life Insurance including Long Term Care
  – Annuity including Long Term Care
Long Term Care Insurance Funding Options for *Traditional* Long-Term Care Insurance Policies

- Personal Income Account
- Health Savings Account (Age-Based)
Long Term Care Insurance Funding Options for Hybrid Long Term Care Insurance Policies

- Existing permanent life insurance with cash value (IRS 1035 Exchange)
- Existing annuities both qualified and nonqualified (IRS 1035 Exchange)
- Existing IRA’s, CD’s, 401(k), 403(b), pensions, retirement dollars
- Lifetime continuous pay, 10-pay, 20-pay, or single one-time payment from cash or income stream
- Cost of policy depends on age, gender, health, financial circumstances
Key Benefits of Long-Term Care Insurance (LTC)

- LTC pays for personal extended care.
- LTC provides care options.
- LTC is a financial planning tool.
- LTC leverages your money.
- LTC helps your family/friends manage your care.

Long Term Care Insurance Offers Tax-Free Benefit
Frequently Asked Questions:

• What options are available and/or advisable for married/domestic partners, same gender/opposite gender ages over 65 years of age?

• How is long term care regulated and organized in Virginia to include Medicare and Medicaid involvement?

• Do assisted living and nursing homes accept Medicare and Medicaid patients?

• How is home care industry regulated? Cost of home care? Reputation of home care?
Frequently Asked Questions (continued)

• How has the industry changed in the last 20 years since I purchased my policy?

• What is the cost of long-term care insurance and if it covers home, both medical and household assistance?

• How can I find out an insurance company's track record on customer service?

• How can I assess my long-term care policy which I purchased 25 years ago to determine if there are gaps in coverage?
Frequently Asked Questions (continued)

• What options are available today for planning for long term care?

• When a policyholder is ready to file a claim for benefits, who determines if policyholder qualifies for benefits? Is it difficult to access benefits when an individual remains at home and family is providing some assistance?

• How do I manage coverage pitfalls if the company I purchased long term care insurance from goes out of business? Is Medicaid a viable resource in Virginia?
Frequently Asked Questions (continued)

• Are there entities that will review one’s current policy for red flags, company viability, etc.? If so, cost for policy assessment?

• How and when do rates on long term care insurance policies increase? Are there consumer protections in place?

• How does Medicaid address long term care benefits in Virginia?

• Does cost of long-term care insurance increase annually with age or physical changes?
Questions to Ask Yourself

If you had to begin paying a minimum of $4,000 per month for care for an undetermined period, what is the most tax efficient way for your specific circumstances to pay for care?

Could you maintain your lifestyle and pay for care?

Which assets would you have to liquidate?
Long Term Care Insurance Smart Buying Tips

• Shared or Joint Insurance Policies for Couples
• Work with a Long-Term Care Specialist
• Hybrid or Linked Products are worth investigating
• **Set Yourself a Deadline** – Time is your enemy when it comes to exploring best long-term care insurance options for your specific circumstances.
Why work with a Long-Term Care Specialist?

• A long-term care specialist represents all long-term care insurance products available on the market.

• A long-term care specialist will shop around, based on your specific circumstances, the best value for your premium dollars.

• A long-term care specialist is compensated by the insurance company once the policy is delivered to the client.

• A long-term care specialist is not a financial advisor, however, provides education and awareness to best protect your financial portfolio from long-term care costs.

• A long-term care specialist will work, hand-in-hand, with your financial advisor.
Questions?
If we can help in any way, feel free to send an email or call the number below.

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Providing long-term care planning since 2000…

there’s just no substitute for experience.