



Odds are great you'll need care as you get older. Why would you want to spend down your own money if an event happens when you can own Long Term Care Insurance.

You simply can't save enough in premium dollars to cover the cost of care.

The Importance of Long Term Care Insurance

1. As a Financial Planning Tool to Diversify Risk

Long Term Care packs a huge financial risk. LTC Insurance is there to protect your assets, provide cash for needed services and give you time before you have to start spending a substantial amount of your own assets. Regardless of how hard you have worked to put a retirement plan in place, a Long Term Care Insurance policy firewall is critical to its survival. It's less costly to pay a premium at a fraction of the cost of long term care and divert some of the risk away from your assets.

2. As a Means to Minimize Impact on Your Family

LTCi is not only for the person needing care; it's for the spouse, the partner, sons and daughters. When an event happens, the questions are:

- Who's setting up a plan of care?
- Who's scheduling nurses and aides?
- Who's driving the individual to the doctor's office?
- Who's paying the bills?

LTCi takes the pressure off the family and provides valuable information relating to services available to the insured as well as the money to pay for the Nursing Home, Assisted Living and Home Health Care.

3. 80% of all care is given in the Home; 20% is in a Nursing Home or Assisted Living Facility

The goal is to insure a large portion of the cost of Home Health Care while covering roughly 60-70% of the costs of Nursing Home/Assisted Living facilities. Since the minority of care is outside of the home, the shortfall will come from Income (dividends, interest, retirement plan accounts), Social Security and possibly the sale of assets. The objective is to pay for where the majority of claims are and keep premiums affordable.

If you fail to allocate some of your retirement portfolio to Long Term Care, you could be allocating ALL of it.