

Long Term Care

Who's paying for it??

Statistics show it's close to 50/50 you may need care, at Home or in a Nursing Home, once you pass the age of 65. For most, the basic issue is not the availability of care, but rather the cost and where the money will come from to pay for the care.

If care is needed, there are usually 2 main sources of money:

1) YOU—the \$\$ Depletion begins (usually from your retirement plan)

M/M Client 123 Comfort Lane Your Town, USA 06000	January 1, 2008
Pay To: Taking Care Home Health Care Agency	\$68,000.00
Memo: Retirement savings for Home Health Care for One Year	<i>Uninsured Client</i>

How long will your retirement money last?

\$150,000... \$250,000...\$500,000 or more of **your** money!

OR

2) The Insurance Company—Allowing you to keep your \$\$ as long as possible!

Insurance Company One Main Street Your Town, USA 06000	January 1, 2008
Pay To: Taking Care Home Care Agency	\$68,000.00.
Memo: LTCi Payment Policy #XX12345 M/M Client—One Year of Home Health Care	<i>Ido Care President, Ins. Co.</i>

\$150,000... \$250,000...\$500,000 or more of **their** money!

No matter how well you plan your retirement, the catastrophic expense of long term care could seriously deplete or wipe out your savings. Having a policy to pay for care, regardless of the size of the policy, is better than having no policy at all.

In addition, the government gives you a *deduction* to buy this plan if you are a business owner and the benefits you receive from this policy are income tax free.

The purpose of LTCi is to have CONTROL over your funds, for as long as possible.

You have worked and saved all your life, the choice and decision is yours...

Option #1 or Option #2? Which option makes more sense?