

The Importance of Planning for LTC Expenses

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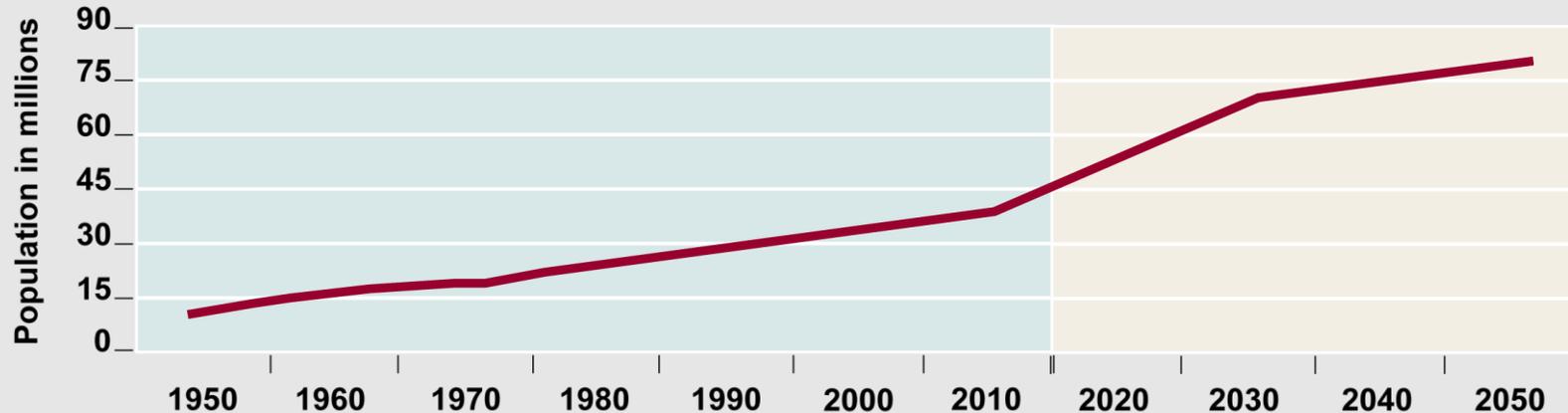


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Market awareness

The need for LTC coverage will grow over the next 50 years

Total number of persons age 65 and older U.S. population data



Source: LIMRA, "Combination Products," 2008.

Projected

Start the long-term care discussion

Discuss the needs early & often

- Which asset would sell first?
- Where would you like to receive care?
- Whom could you turn to if you needed care?



The basics

- What is Long-Term Care?
- Who needs care?
- How much care will you need?
- Who will provide your care?
- Where can you receive care?
- Who pays for Long-Term Care?

Source: U.S. Department of Health and Human Services, www.LongTermCare.gov



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Where you live matters

In thinking about long-term care it is important to consider where you will live as you age and how your place of residence can best support your needs should you become unable to fully care for yourself.

- What steps can I take to stay in my home?
- What are my options for living in an aging-oriented facility?

Source: U.S. Department of Health and Human Services, www.LongTermCare.gov



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How to decide

- What considerations should I make when building my advance care plan?
- Will I need a lawyer?
- What legal steps should I take for my medical well-being?
- What legal steps should I take for my financial well-being?

Source: U.S. Department of Health and Human Services, www.LongTermCare.gov



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