



PRESERVING YOUR FREEDOM OF CHOICE

One of the most significant trends affecting the United States is the aging population and burden that this places on families. Individuals need to know how to deal with this sensitive, yet tremendously important subject. Possibly no other expense would have a more overwhelming impact on your assets and independence. For most individuals, deciding how their family will deal with long-term care needs is a very personal decision that involves coming to terms with the reality of unpleasant possibilities. Because of this, it often has a strong emotional component, coupled with concerns about cost, deciding on a plan of care, and coordinating various care providers. There are a few basic concepts that will help you understand how to deal with the circumstances associated with long-term care needs.

**“ It will be
your responsibility
to take care of
your Long-term
Care needs”.**”



FIRST AND FOREMOST, INDIVIDUALS ARE LIVING LONGER, AND WITH THAT LONGEVITY COMES A PRICE

At some point it is very likely that you will need long-term care services, and when you do, someone to take care of you. Ultimately, this responsibility will fall on a family member who will provide care as long as they can. With the Health Insurance Portability and Accountability Act of 1996, the government has sent and continues to send a clear message; It will be your responsibility to take care of your Long-Term Care needs.

Long-term care needs create financial problems for which few families have planned or would know the first thing to do. Long-term care needs can require a tremendous cash outflow for care costs along with possible loss of control of assets if not planned properly. It may threaten your current lifestyle and severely reduce savings. The rising cost of medical care has greatly outpaced inflation and could seriously impair one's ability to self-insure these types of risks. Debt could become your legacy. Conversely, this does not have to be the case, since these problems can be diminished, if not completely eliminated, by purchasing a quality LTC policy. Long-Term Care Insurance is part of retirement planning. In order for your financial goals to be able to complete, funds must be allocated for when you get sick.

CHOICE HAS ALWAYS BEEN A PRIVILEGE OF THOSE WHO COULD AFFORD TO PAY FOR IT

However, the decision to purchase LTC Insurance may be less about asset protection and more about self-reliance, dignity, and the shifting of caregiver responsibilities. Becoming chronically ill or disabled at any age is a real crisis for a family, and most people wouldn't know the first thing to do or who to call to help orchestrate the problems involved with a catastrophic illness. A quality LTCI



policy from a reputable company will include Care Coordination services that provide appropriate levels of support and assistance needed in a crisis situation. Care Coordinators gather and recommend many of the services that chronically ill people require, thus helping family members concentrate their efforts and energy on making sure their loved one(s) are as comfortable as possible. In the absence of a written plan in case of a stroke, accident, Alzheimer's diagnosis, severe arthritis, or some other chronic ailment, Care Coordinators provide the resources to navigate the confusing issues involved in drafting and implementing a long-term care plan.

The cost of long-term care is significant as well. High-end costs for long-term care can exceed \$100,000 per year for nursing home facilities. Maintaining financial success includes taking advantage of leverage opportunities, something that LTCI policies offer. LTCI is a simple estate preservation technique that allows you to transfer the majority of this risk out of your estate by using interest from your investments instead of your principal.

As you can see, LTCI makes financial sense, as well as supplying you with coordination services and most importantly – peace of mind – during a time when that is an invaluable asset. If you want to choose the type of care you need and where you will receive it, then Long-Term Care Insurance can help preserve your freedom of choice.

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