

WHY CONSIDER LONG-TERM CARE INSURANCE?



FACT #1 Most long-term care is received at home, not in a nursing home. In fact, 70% of long-term care insurance claim benefits paid to individuals covered home care. (and only 10% paid for nursing home care).*

FACT #2 One significant way to save on long term care insurance protection is to purchase it at a younger age. People in good health can save by locking in lower premiums even if your health changes later. At age 60, 24% of LTC applicants are denied coverage with percentages increasing steeply as one ages. Why not see if you qualify now?

FACT #3 Married couples can save on long term care insurance, sometimes even when only one person is protected. And with new "shared care" options, two people can share each other's coverage. Less money . . . More benefit . . . worth considering.

FACT #4 You routinely insure against potential negative events, yet your chance of requiring some type of long- term care is far greater.

**Source: the American Association for Long Term Care Insurance, 2019 carrier study.*

THE COST OF GOING WITHOUT

People considering LTC insurance often believe that they will be better off investing the premium dollars and using those invested dollars to pay for long term care services. **Are they correct?**

Consider a **55-year-old married** female acquiring a LTC policy with a **\$5,000** per month benefit for **36** months, with a **3%** compound inflation rider. The annual premium for this would be **\$2,696**.

Assume the woman lives to age **85** and only needs LTC for the last **36 months** of her life.

If she invested **\$2,696** each year for **27** years (until age 82) and realized a **5%** annual rate of return, she would have accumulated **\$166,055** (pre-tax) to pay her long-term care expenses.

If she purchases the LTC policy, her monthly benefit will have increased to **\$11,106**, and for the **36** months the total benefits she will receive are **\$399,816 tax free**.



Odds of having
a car accident:
1 in 366



Odds of having
a residential fire:
7 in 900



Odds of being admitted to a
critical care unit:
7 in 300



Odds of needing
long-term care:
7 in 10