

Long-Term Care Planning

Make Insurance Part of Your Plan

The last of a six-part Long-Term Care Educational and Planning Program (LTCEPP®) Series



As you've learned, LTC is the need for ongoing custodial care that can happen at any age, where **the risks are real, the consequences are unacceptable, the costs are high and growing, and the alternatives are very limited.**

The only ways to pay for LTC;

1. Self-funding
2. Insurance
3. Combination of the two.

So now, it's decision time.

When considering self-funding, think of how paying for care will affect your retirement plan. **Paying out of your own pocket for the care of one spouse, if not both, will have a devastating effect on your family's financial situation.** When personal resources are expended for care, how will the healthy spouse maintain his/her lifestyle and ongoing financial responsibilities? **Other issues to consider are liquidity, unnecessary taxation, market timing, and income and estate preservation.**

Insurance provides a dedicated income stream that allows you **to better control your situation, and most people prefer being in control; don't you?**

We design insurance plans based on your own personal situation and affordability. Compare that to being exposed to the future cost of care for you and/or your spouse at unknown amounts and duration.

Most people don't mind using some of their own money to pay for care; they just don't want to use all of it. This cost sharing of the risk using LTC

insurance and personal assets allows more people to secure coverage at an affordable premium, which makes good financial sense.

Since everyone has different needs, goals, and finances, we offer a variety of insurance solutions that address anyone's given situation:

Traditional LTC Policies: Provide you with a pool of money that can be used in the event you require care. Some offer both cash and reimbursement components that gives you the flexibility to control how you spend your policy benefits.

An added benefit of purchasing traditional LTC insurance is the PA LTC Partnership. By selecting the appropriate inflation rider, you will have dollar-for-dollar asset protection against Medicaid spend down for each policyholder.

Life Insurance, Annuities, or Asset-Based Policies: As the name implies, these products will provide dual benefits by either having the LTC benefit as a rider or imbedded in the policy design. The concept is that you will absolutely use either one or both of the benefits.

Short Term Indemnity Supplemental Plans: These plans reimburse you the total selected benefit amount, either on a daily or monthly basis, for any care or services covered by the policy regardless of the actual out-of-pocket expenses.

Simply put, purchasing insurance is the logical continuation of risk transfer (auto, home, medical, disability) that we've done all of our lives.

Why would you stop now when faced with the single most catastrophic event that will affect our families, income, and retirement savings?

Your Long-Term Care Education and Planning Program (LTCEPP®) Specialist can help you determine how insurance can be a part of your plan and provide you with the best offering of policy design and affordable options.

You are never as young and as healthy as you are today. If you determine that insurance is an appropriate part of your overall plan, premiums will never be lower than they are today.

So ask yourself, why wouldn't I start planning now?

To consult with a Long-Term Care Education and Planning Specialist, please contact Michael Ocilka, CLTC at 412-848-1065 or Michael.LTCEPP@gmail.com