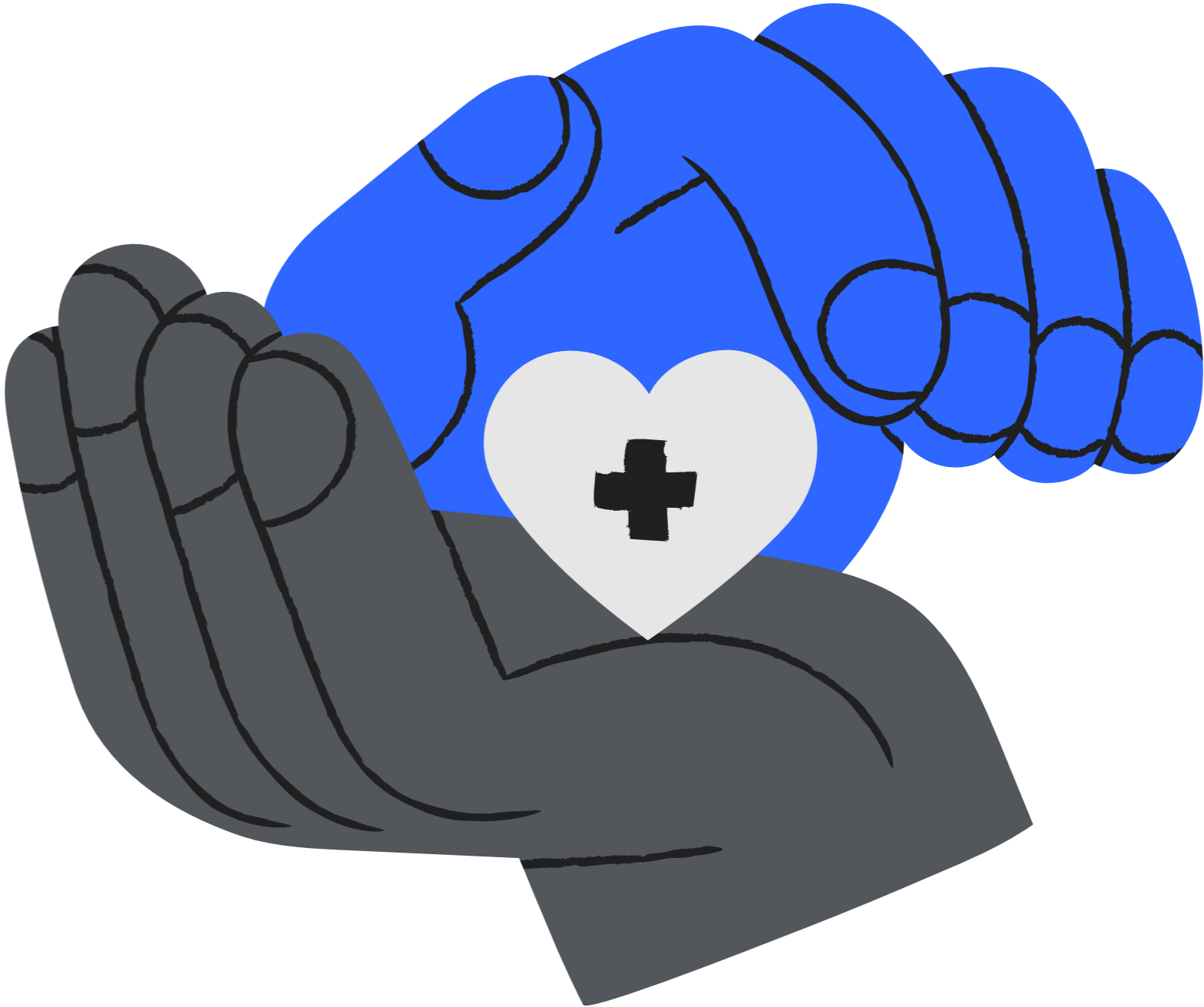




4 Truths About Long-Term Care



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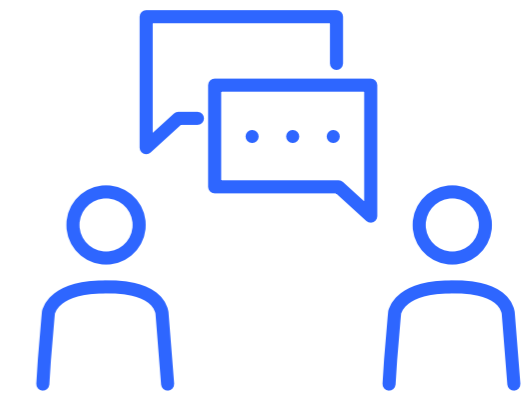
**Impact of
caregiving.**



**Stay home
as you age.**



**Care is
expensive.**



**Strategy
conversations.**

Truth 01

Caregiving can take a toll.

POLL:

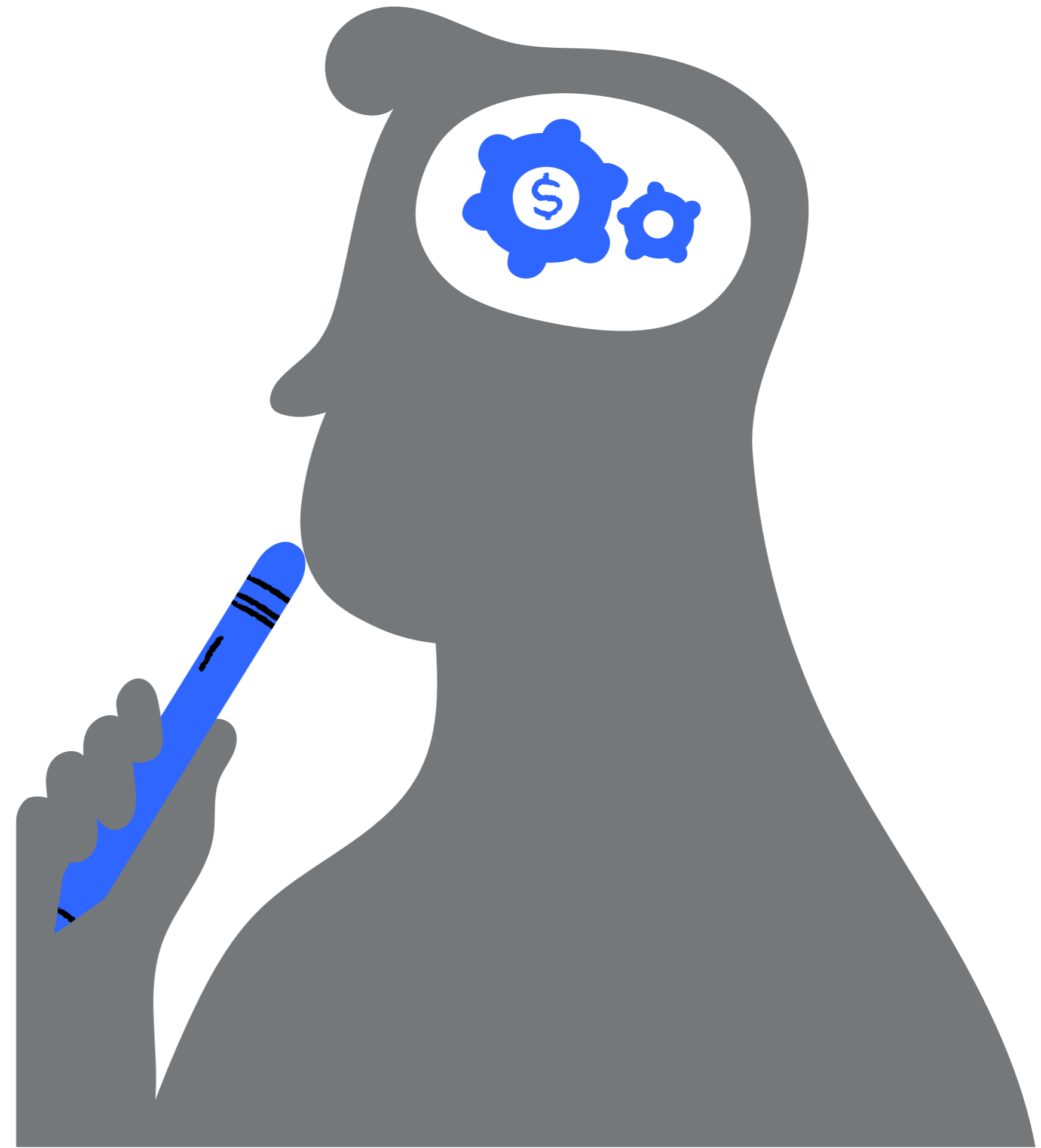
Have you talked with your family or other loved ones about future plans related to long-term care?

Yes

No



Long-term care



POLL:

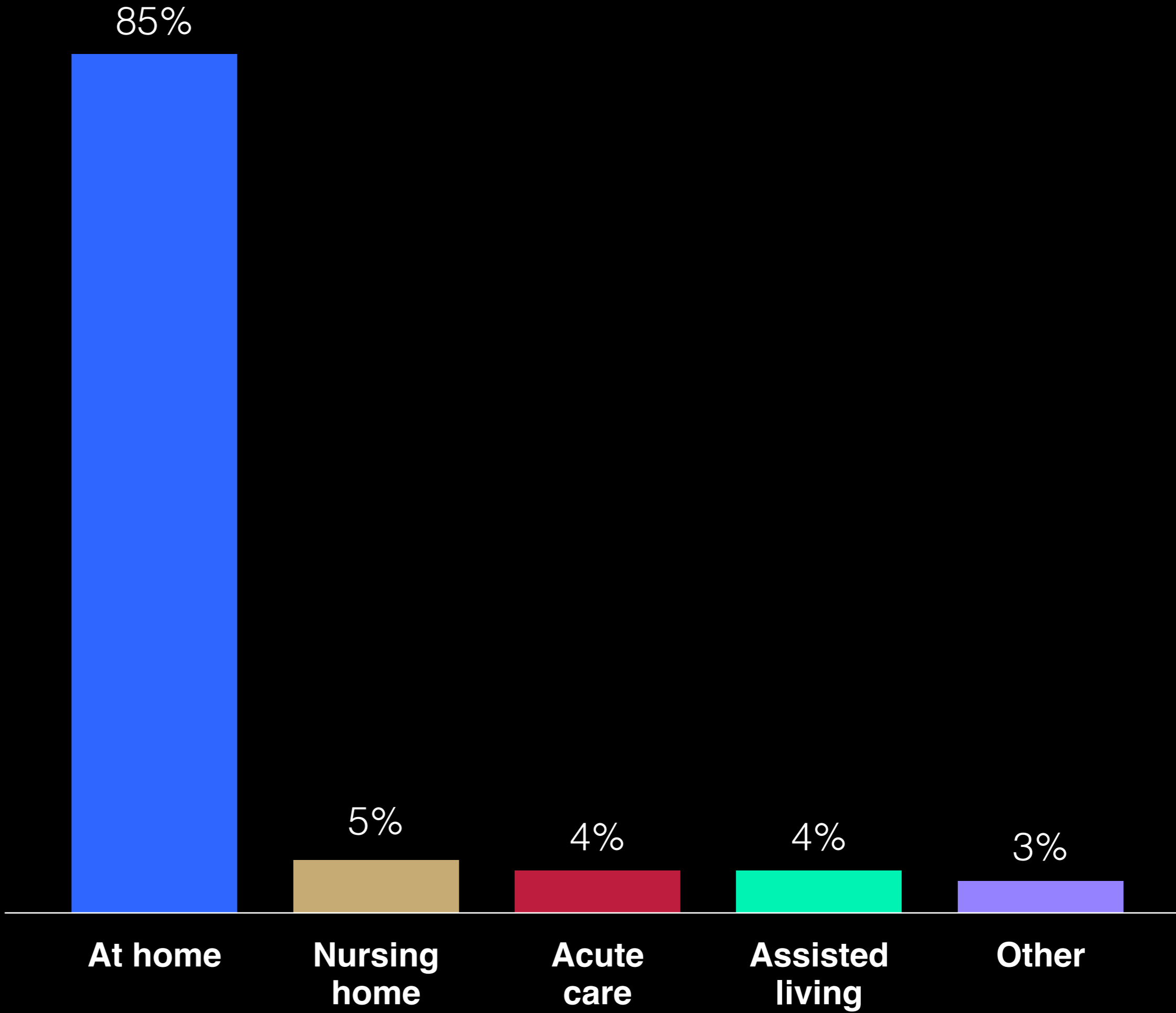
The majority of care is provided at nursing homes.

True

False



Where care is provided



Source: "Five myths about long-term care." The Washington Post, September 17, 2020.

Truth 02

You can stay home as you age.

POLL:

What is your greatest retirement risk?

- Outliving my assets.
- Rising healthcare costs.
- Needing long-term care.
- Other.
-



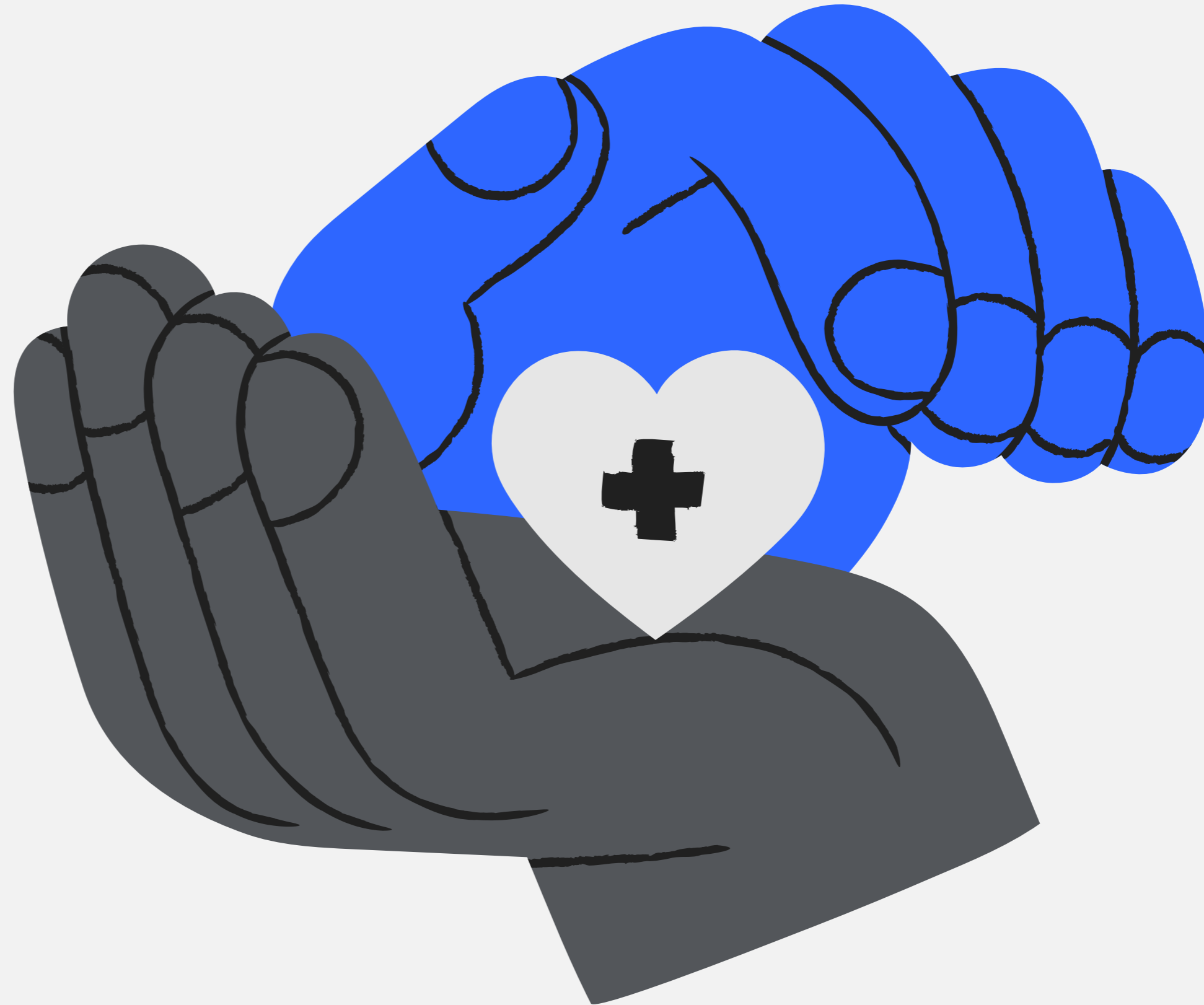
Activities of daily living

- Bathing
- Getting dressed
- Transferring
- Feeding
- Contenance
- Using the toilet



Levels of care

- Personal
- Intermediate
- Skilled





Truth 03

Care is expensive.

POLL:

Which of these factors play a role in calculating the cost of long-term care?

- Where you live.
- Type of care.
- Duration of care.
- Time of day.
- All of the above.



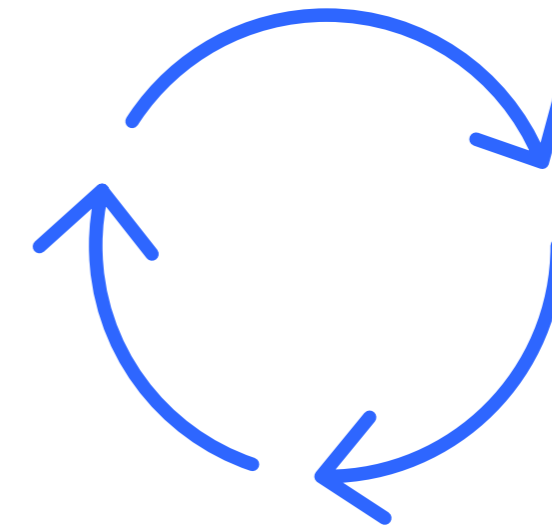
Macro trends



**Increasing
senior population**

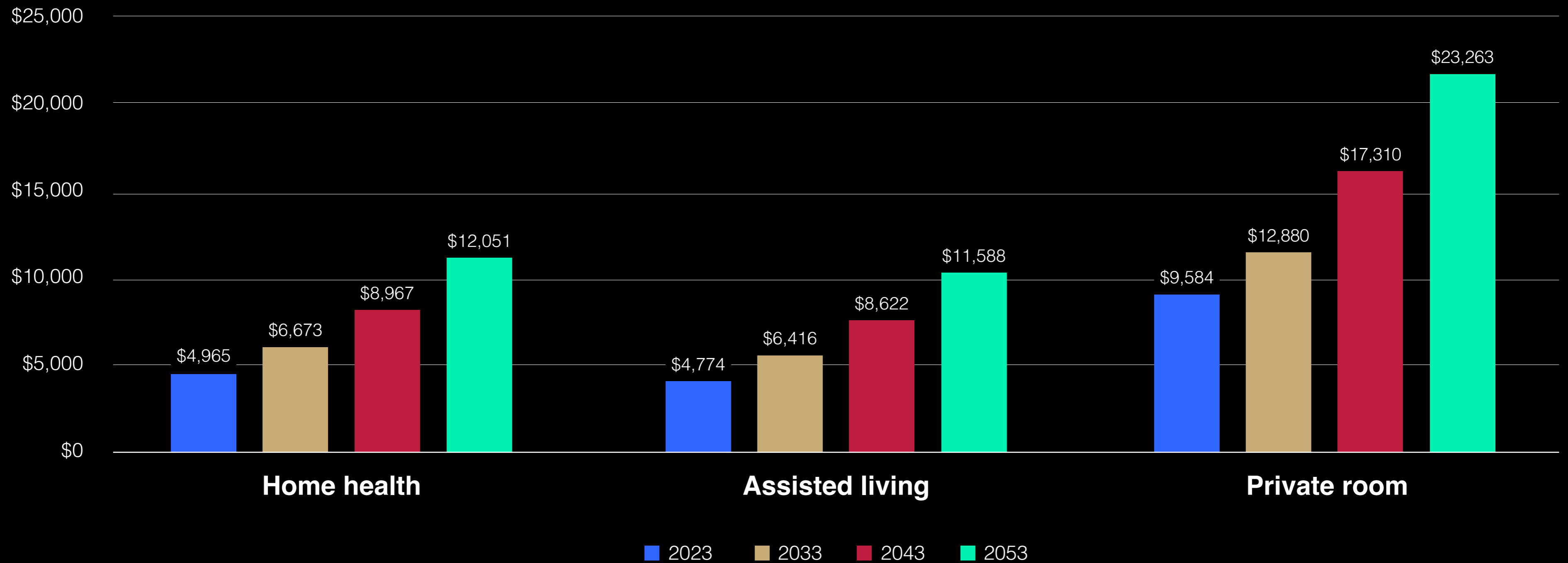


**Nursing
shortage**



**Employee
turnover**

Estimated median monthly cost of care



Source: Genworth Cost of Care Survey, 2021.

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Truth 04

You need a care strategy.

POLL:

What's your current approach?

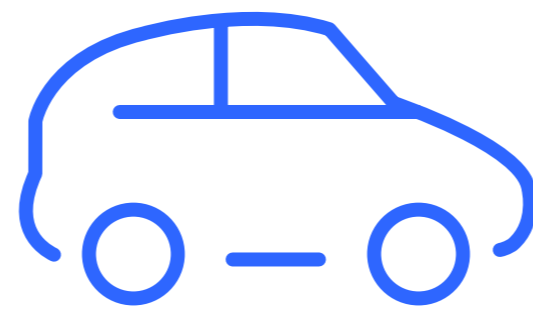
- It won't happen to us/me.
- I'll wait and see.
- I'm motivated because I have experience as a caregiver.
- My spouse and I aren't on the same page about what we need.
- I'm ready for a plan.
- Other.



Be prepared



**Home
modifications**



Vehicle



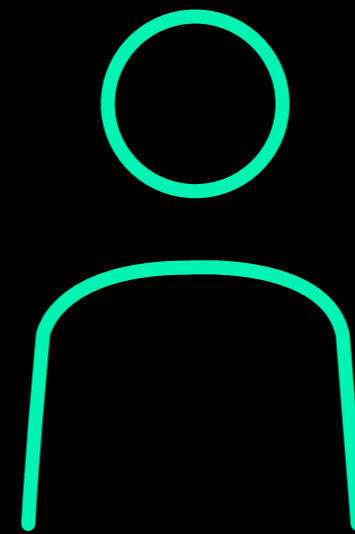
Assistance



Take time to consider



Where



Independence



Support

Strategies for paying for care



Family



Self funding



Government

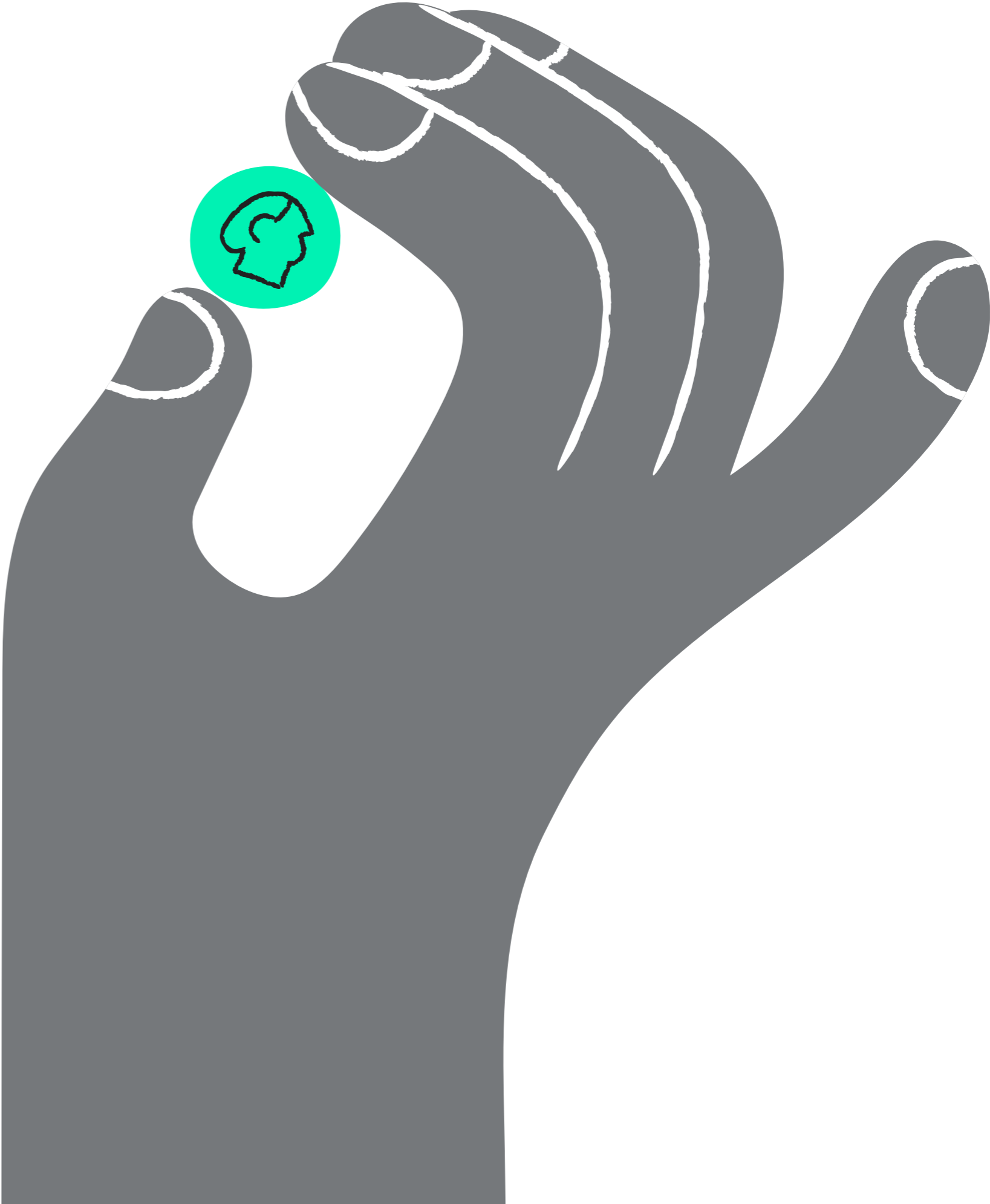


Insurance

Family or loved ones



Self funding

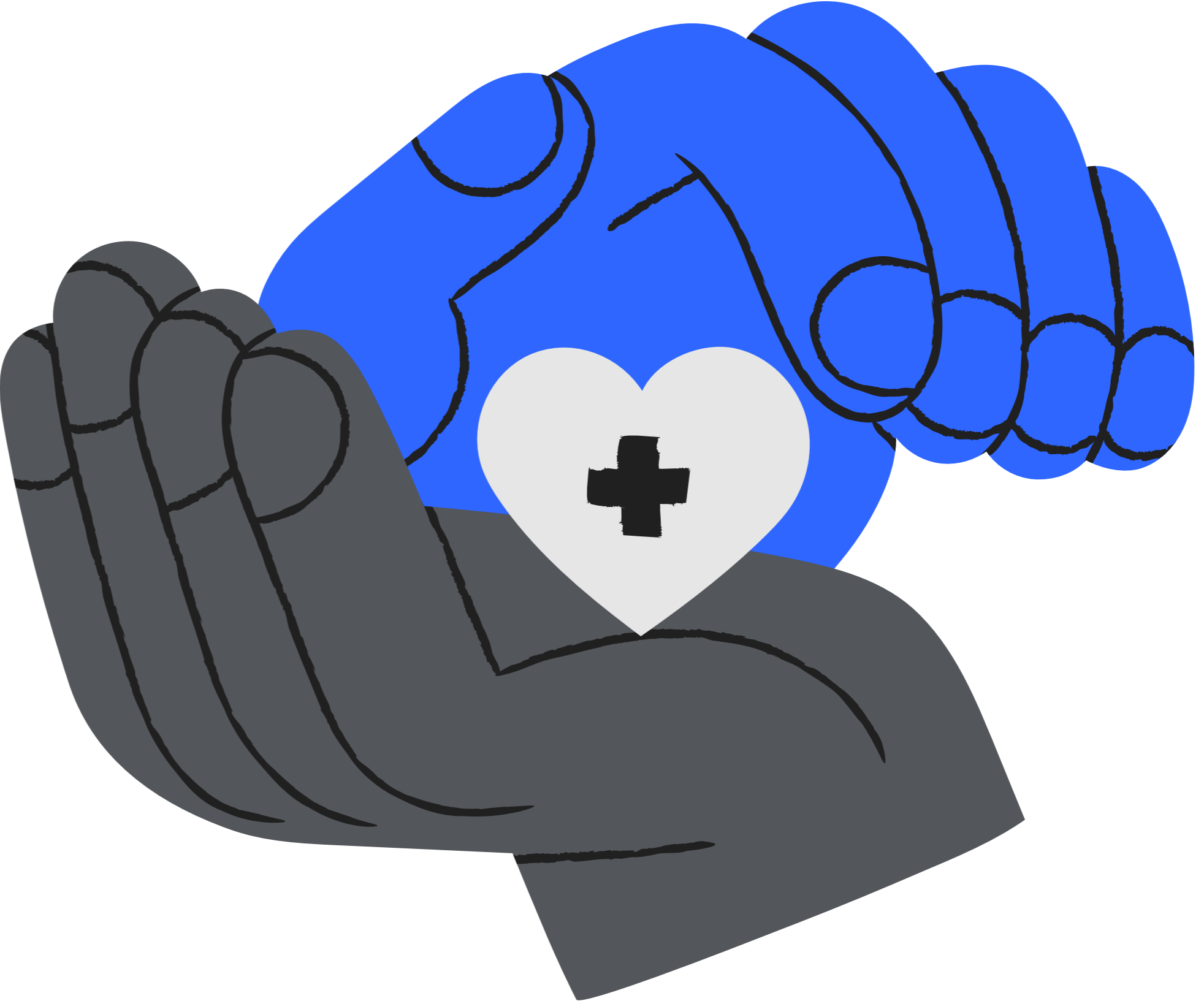


Government programs

- Medicare
- Medicaid



Insurance



Taxes and long-term care



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Vital Records Workbook

Collecting this type of information is often an easy way to begin discussions about care and legacy. And having the information can give peace of mind, knowing you have important details at your fingertips. This workbook could be vital if your loved one becomes unable to respond. Keep in mind that just knowing the location of some documents can be helpful.

Customized strategy session



Disclosures

No products will be sold. If requested, a licensed insurance agent/producer may contact you and financial solutions, including insurance, may be solicited.

All applications are subject to the underwriting requirements of Thrivent. A medical exam may be required. Premiums are not guaranteed to remain unchanged, except during the first five contract years. Any changes to premium rates will apply to all similar contracts issued in your state to contract owners in the same class on the same contract form. This means you cannot be singled out for an increase because of advancing age, changes in your health, claim status or any other reason solely related to you.

Long-term care insurance may not cover all of the costs associated with long-term care. The contract has exclusions, limitations and terms under which the benefits may be reduced, or the contract may be discontinued. Contract provisions and maximum monthly benefits may vary by state. For costs and complete details of coverage, contact your licensed insurance agent/producer.

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