



The Four Truths of Long-Term Care

Create a strategy for when you'll need it most

The road ahead is filled with unknowns. But the truth is—there's good news too, because aging is a fact of life for which you can prepare. By creating a strategy that works for you on your journey, you're already miles ahead. The benefits of creating your strategy now is, you have more time to consider:

- How much independence you'd like to maintain down the road.
- Where you'd like your care delivered if you do end up needing it.
- What role you'd like your family to play in your personal care.
- Why the time is right to develop a care strategy today.

Take a closer look at these four truths about long-term care. Because once you know the facts, you can make a more informed choice for you and your family.



1 You can remain in your own home

If the first thing you think about when it comes to long-term care is a nursing home, you're probably not alone. Well, there's good news here. The truth is you can probably stay home as you age—if that's your goal. Long-term care isn't a place, it's a response to an event or a condition. And by having a plan in advance, you can get your care where you want. An overwhelming percentage of adults in the U.S. receive their care at home. In fact, 82% live in their own community while receiving care, and 18% receive care in a facility.¹

2 You don't have to be a burden

Sometimes, conversations about future care may be difficult to have—but they can also be helpful. Anticipate the future before a health event happens. A first step is to create your own plan. Daring to talk about your plans can give your family the opportunity to discuss care now rather than care for you later. By developing a long-term care strategy, your family can focus on you, and those you care about can focus on being a family, instead of the details.

¹U.S. Department of Health and Human Services.
<https://www.hhs.gov/aging/long-term-care> (August 2019).

3 Your care can be expensive

If your parents or other loved ones have needed care before, you might have firsthand experience with the reality of those costs. In truth, a variety of factors play a role in calculating your costs of long-term care, including where you live, what type of care you receive, and the duration of your care. But while you can't predict when, or even if, you will need care—you're already on the path to becoming prepared. A financial professional can assist you in getting an idea about what your care might cost you.

4 The time is right now for a care strategy

The fourth truth relies on you—because today's the time to develop a long-term care strategy that works for you. Whether you plan on relying on your spouse or other family members to help you when the time comes, creating a strategy now gives you the time to have those conversations. Sharing your thoughts with your family now can be better than keeping your thoughts to yourself. Your long-term care can be an emotional topic and emotional topics deserve time to be considered.

Contemplating your next steps

When considering these truths, there's a next step that may provide a solution. Long-term care insurance offers benefits when you need care most, whether it's at your home or in a facility. It can help give you the ability to preserve your financial independence and quality of life. Long-term care insurance allows your family to supervise your care rather than provide care, and it can also help protect your retirement income to fund the life you're accustomed to.



Get guidance from someone who gets you.

Your financial professional can discuss the benefits of long-term care insurance with you in greater detail to see if it's a good fit for your retirement strategy.

Long-term care insurance has exclusions, limitations and terms under which the benefits may be reduced, or the contract may be discontinued. For costs and complete details of coverage, contact your licensed insurance agent/producer.

Premiums are not guaranteed to remain unchanged, except during the first five contract years. Any changes in 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.

This is a solicitation for insurance. A licensed insurance agent/producer may contact you.

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