



Exploring long term care options

Long term care is a growing concern for our aging clients. Questions arise all the time regarding nursing home care, home health care, and the like. While this conversation is not typically started by an Advisor, our clients are inquiring more and more about this topic. Usually, clients in their late 50's or 60's recall how health care has affected them through a parent or grandparent. Depending on the client, long term care costs could devastate a married couples' finances without proper planning. Additionally, there seems to be confusion as to what Medicare will pay or not pay as it relates to health care costs. Join us for a three-hour seminar as we dive into these topics and much more.



Rebecca Vaughan, the Director of the Indiana Long Term Care Partnership at the Indiana Department of Insurance will be presenting.

Continuing Education Opportunity for Professional Advisors

Wednesday, September 6, 2017

Elcona Country Club

7:30am Registration and Breakfast

8:00am -11:30am Continuing Education Seminar

3 Hour Continuing Education Credit Opportunity

Topic: Overview of Long Term Care & LTC Partnership

Presenter: Rebecca Vaughan, Indiana Department of Insurance

Cost: \$35 for Non-Members;

Complimentary for Elkhart County Estate Planning Council Members

To register:

Go to InspiringGood.org/events or call 574.295.8761

Hosted by the Elkhart County Estate Planning Council
Underwritten by the Community Foundation of Elkhart County

Agenda

7:30-8:00am — Registration and Breakfast

8:00-8:05am — Welcome and Introduction

8:05-9:05am — Key Components of Long Term Care (LTC) Services & Supports

Data from 2016 Genworth Cost of Care Study and Centers for Medicare & Medicaid Services illustrates:

- Definition of benefit triggers, care settings, and services provided
- Statistics – utilization data, trend projections
- Costs of services and payer options
- Elements of premium costs
- Insurance benefit options that impact care services

9:05-9:15am — Break

9:15-10:15am — National LTC Partnership Program and Indiana's LTC Partnership Program

The significance of the Partnership Program on long term care will include:

- Historical perspective – Addressing Medicaid drain for long term care services
- Development of the Indiana LTC Partnership Program, Required Inflation Provisions, Dual Asset Protection Model, Consumer Advantages
- Deficit Reduction Act (1995) – Impact on Medicaid and the Partnership Program
- The current industry trends, legislative environment, and think tank initiatives addressing the LTC crisis

10:15-11:15am — Long Term Care Ethics & Behaviors

What happens if you do not know and how to avoid pitfalls:

- Examples of misunderstanding LTC options and planning tools
- Consequences that result from lack of or limited long term care knowledge
- Solutions and resources to understanding the whole LTC picture



Earn 3 Continuing Education Credits (including ethics)

Applications have been sent to the Indiana Department of Insurance, the Indiana Commission on Continuing Legal Education, the Institute of Certified Banks, and the Certified Financial Planner Board of Standards, Inc.

About Rebecca Vaughan

Prior to joining the Indiana Department of Insurance, Rebecca was an independent agent for several years specializing in the employee benefits market. She has earned the Long Term Care Professional Designation and obtained a Bachelor's degree in Management and Human Resource Management.

In addition to having her own agency, Rebecca has been an insurance company representative for PPO and Third Party Administration services and an Employee Benefits sales manager.

She has traveled extensively across the country presenting benefit programs to large employer groups, consumers, and the agent community.

She was raised in Madison, Indiana and has spent her adult life in Indianapolis, Indiana with her family.

The Elkhart County Estate Planning Council (ECEPC) exists to provide multi-disciplinary education, understanding, and cooperation among professionals who are involved in estate planning. The council is organized to help its members render the highest possible service to the public by presenting quality educational programs and networking opportunities.

Register by August 30th at InspiringGood.org/Events

Or call Carrie Colborn, Donor Engagement Specialist at the Community Foundation, at 574.295.8761.