

YOU ARE LOOKING FORWARD TO **RETIREMENT** ...
... BUT WHAT IF YOU
NEED **LONG-TERM CARE?**



WHAT IS LONG-TERM CARE?

Do you think you will need it?

If so, how long do you think you will need it?

How much do you think it will cost you?

How will you pay for it?

**THIS BROCHURE MAY BE ABLE
TO HELP ANSWER SOME OF
YOUR QUESTIONS.**



KNOW YOUR



\$74,100,000

Number of aging baby boomers in the U.S.¹

7 in 10

Number of Americans age 65 or older who will need some type of long-term care²

\$97,455

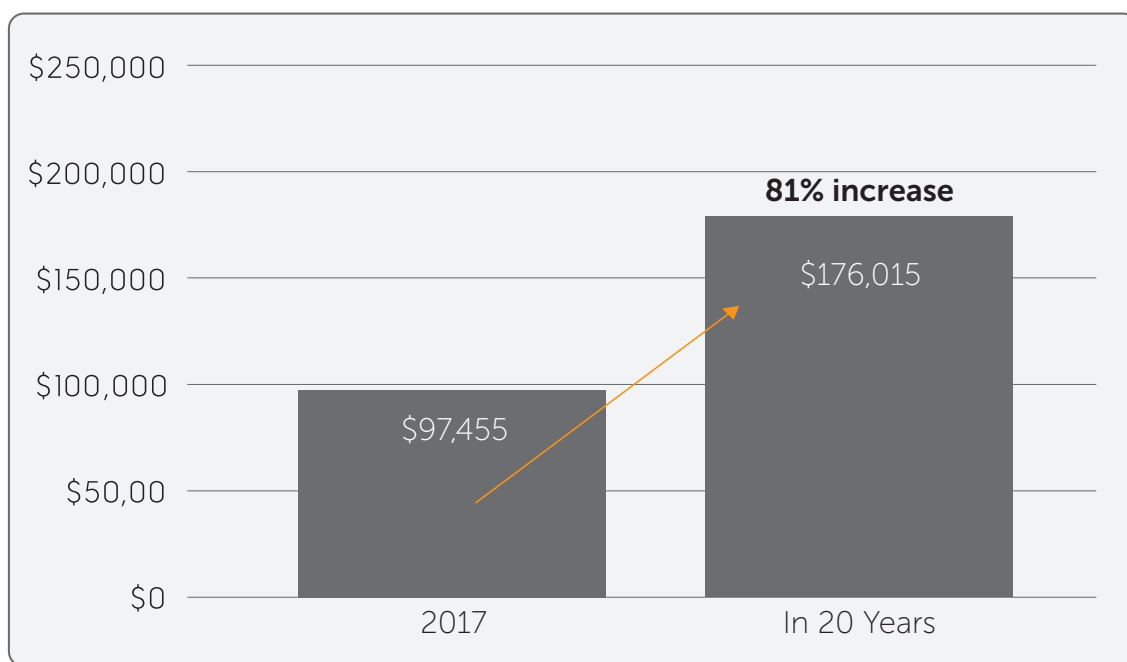
Median U.S. annual private-room nursing home cost in 2016³

\$176,015

Projected median U.S. annual private-room nursing home cost in 20 years³

RISKS

THE RISING COSTS OF LONG-TERM CARE



Genworth 2017 Cost of Care Survey

¹ Rich Exner, *cleveland.com*. Updated Dec. 6, 2017. "Baby boomers slip to 74.1 million in U.S.; Census Bureau estimates growing edge for millennials." http://www.cleveland.com/datacentral/index.ssf/2017/04/baby_boomers_slip_to_741_milli.html. Accessed Jan. 11, 2018.

² LongTermCare.gov. U.S. Department of Health and Human Services. "How Much Care Will You Need?" <https://longtermcare.acl.gov/the-basics/how-much-care-will-you-need.html>. Accessed Jan. 11, 2018.

³ Genworth Cost of Care Survey. August 2017. "Compare Long Term Care Costs Across the United States." <https://www.genworth.com/about-us/industry-expertise/cost-of-care.html>. Accessed Jan. 11, 2018.



LONG-TERM CARE IS MORE THAN A NURSING HOME

Long-term care (LTC) encompasses a variety of services that include the need for both medical and non-medical assistance. Typically, long-term care is associated with any personal or medical assistance an individual may need to accomplish the Activities of Daily Living (ADLs), or if cognitive limitations/ impairments are present. ADL's include bathing, dressing, continence, eating, toileting, and transferring/moving oneself from seated to standing and getting in and out of bed. Long-term care comes in many difference forms to accommodate different levels of needed assistance.

While a nursing home is often what comes to mind when you think of long-term care, a majority of services are provided at home, in adult day health care facilities or in assisted living facilities.

According to the 2017 Genworth Cost of Care Survey, the median annual cost for these services are:

Homemaker Services ⁴	Home Health Aide ⁵
\$47,934	\$49,192
Adult Day Health Care ⁴	Assisted Living Facility ⁶
\$18,200	\$45,000
Nursing Home Semi-Private Room ⁷	Nursing Home Private Room ⁷
\$85,775	\$97,455
⁴ Based on 5 days per week by 52 weeks	
⁵ Based on 44 hours per week by 52 weeks	
⁶ Based on 12 months of care, private, one bedroom	
⁷ Based on 365 days of care	

CONSIDER YOUR OPTIONS

Can you realistically protect your retirement assets and income if you were to suffer long-term care costs? Prior to making a decision, it is important to weigh the pros and cons regarding some common ways of paying for long-term care. Your own circumstances should be considered before choosing one or more options. Discussing your options with a licensed insurance agent and other qualified individuals like a tax advisor or attorney is recommended. Together, they can provide more detailed information, including potential costs and fees associated with each option.



Self Insuring: A method of managing risk by setting aside a pool of money to be used if an unexpected long-term care need arises.

Pros:

- Maintain control of your assets.
- No restrictions on how to use your money. Freedom to choose any type of care you wish.

Cons:

- If long-term care costs escalate and retirement assets shrink, you may risk depleting your retirement savings.
- Your freedom to choose your care may become limited as retirement savings are reduced.

Things to consider:

- Income vs Net Worth – Although it may seem logical to consider net worth, income may be a more accurate indicator as liquid assets would be needed to pay for long-term care expenses and liquidating assets could be expensive and cumbersome.
- How a health event could impact current lifestyle, income and current obligations.

Medicare: A federal health insurance program for people who are 65 or older, certain younger people with disabilities and people with End-Stage Renal Disease.

Pros:

- May pay up to 100 days of medically necessary care in a skilled nursing facility per benefit period and the first 20 days are paid at 100%, however a qualifying hospitalization must occur to activate this benefit.⁸

Cons:

- Day 21-100 require a co-payment.⁸
- Medicare does not provide coverage for long-term care (also called custodial care) with respect to any of the activities of daily living.
- Benefits do not include care or assistance that can help you remain in your home.

Things to consider:

- Once Medicare stops paying, any Medicare supplemental insurance policy will also stop paying.
- Medicare pays for acute care, but not for long-term residency.

Medicaid: A jointly funded, Federal-State health insurance program for low-income and needy people. It covers children, the aged, blind, and/or disabled and other people who are eligible to receive federally assisted income maintenance payments.

Pros:

- For those with low income and limited resources, Medicaid may be able to pay for some long-term care services at home or in the community.

Cons:

- Medicaid sets limitations on the amount of assets you may own and the amount of income you may receive each month for you to be eligible to receive benefits.
- Being dependent on Medicaid will limit your choices of care and facilities.

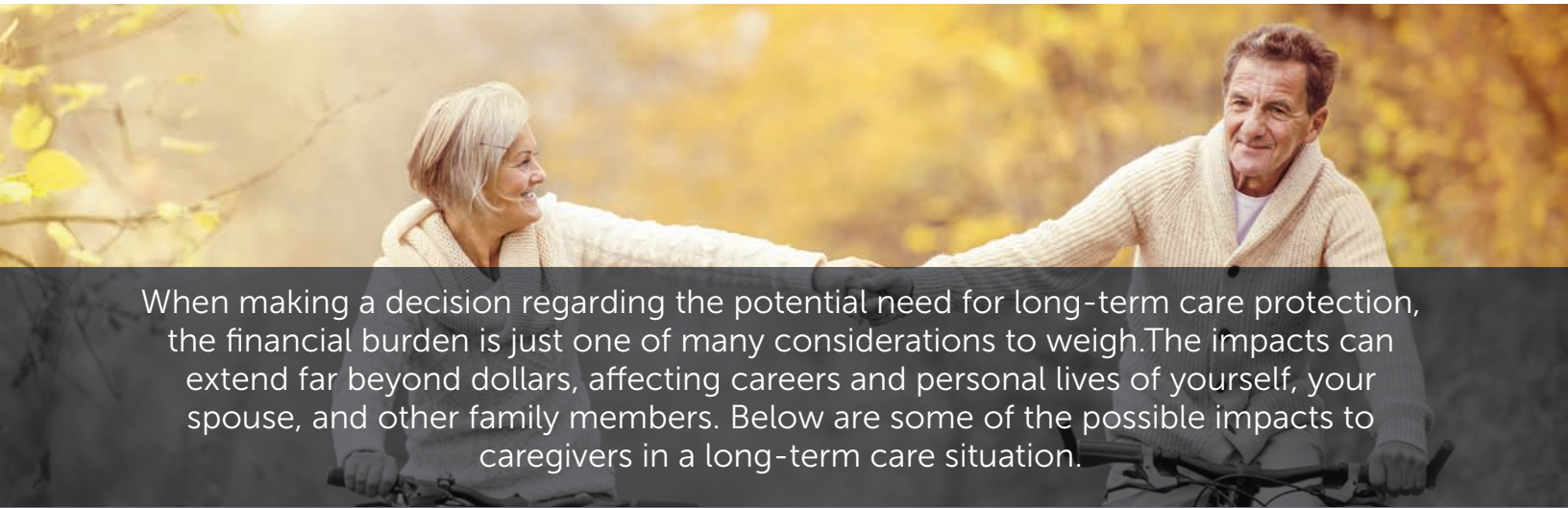
Things to consider:

- Eligibility of coverage varies from state to state.

For more information regarding Medicare and Medicaid, please visit
www.Medicare.gov or www.Medicaid.gov

⁸ Medicare, Medicare.gov, "Your Medicare Coverage," <https://www.medicare.gov/coverage/skilled-nursingfacility-care.html>, Accessed December 19, 2017

THE TRUE IMPACT OF LONG-TERM CARE



When making a decision regarding the potential need for long-term care protection, the financial burden is just one of many considerations to weigh. The impacts can extend far beyond dollars, affecting careers and personal lives of yourself, your spouse, and other family members. Below are some of the possible impacts to caregivers in a long-term care situation.

Impact on Careers

- 1/3** of caregivers surveyed provided 30 or more hours of care per week. Half of those who do so estimate that they lost around 1/3 of their income
- 77%** of caregivers missed time from work

Impact on Quality of Life

- 43%** said that providing care impacted their personal health and well-being
- 41%** of caregivers experienced negative physical side effects such as depression
- 33%** nearly 33% of caregivers reported an extremely high level of stress
- 45%** of caregivers report a reduction in their quality of living in order to pay for care

Financial Impact

- 62%** of caregivers used their own savings and retirement funds to provide out of pocket financial assistance
- 11%** of caregivers lost their jobs due to providing care

In addition to self-insuring and government sponsored programs, there are several other avenues to consider when reviewing potential long-term care needs.

Traditional Long-Term Care Insurance: Long-term care insurance is a comprehensive insurance product that helps pay for the cost of long-term care. Long-term care insurance policies reimburse policyholders a daily amount (up to a pre-selected limit) for services to assist them with activities of daily living (ADLs). Long-term care insurance is designed to cover long-term services, including personal and custodial care in a variety of settings such as your home, a community organization, or other facility.

- Pros:**
- Helps you to maintain your independence should a LTC need arise
 - Allows you to afford quality care
 - Reduces financial and emotional stress that a long-term care need may cause
 - May qualify for Long-Term Care Partnership Program to help protect assets that would need to be spent down prior to qualifying for Medicaid coverage once LTC benefits have been exhausted
 - Traditional LTC premiums are considered a medical expense. For an individual who itemizes tax deductions, medical expenses can be deductible.

- Cons:**
- Substantial premium costs
 - No premium guarantees – costs could rise in the future

Things to consider:

- There are fewer options to choose from as insurance carriers continue to withdraw from the LTC marketplace⁹
- “Use it or lose it” Similar to home and auto insurance – if you do not have a LTC claim, you will not receive any of your money back. In addition, this product does not provide a death benefit.
- Prior to issuing a policy, health underwriting will be required

Asset-Based Long-Term Care Insurance : This type of insurance product combines a life insurance contract with a long-term care policy providing benefits for a long-term care need, and if not needed, then a death benefit will be paid out upon the insured's death.

- Pros:**
- Provides protection should a long-term care need arise.
 - Provides a tax-free death benefit¹⁰ to your beneficiary when you die if the policy has not been used/exhausted for long-term care expenses.
 - Premiums are usually guaranteed so there will not be rate increases in the future.

- Cons:**
- Does not qualify for Partnership Program

Things to consider:

- Asset plans must account for both a death benefit and the potential for long-term care benefits. The price structure will reflect this
- Prior to issuing a policy, simplified health underwriting will be required.

⁹ Deirdre Fernandes. *Boston Globe*. November 10, 2016. “John Hancock stops selling new long-term care insurance.” <https://www.bostonglobe.com/business/2016/11/10/john-hancock-stops-selling-new-long-term-care-insurance/h2bkR8Tm2O7MiZDKTCsYLM/story.html>. Accessed December 19, 2017

¹⁰ If properly structured, proceeds from a life insurance policy are generally income tax-free to the beneficiary.

Life insurance is a financial product purchased first and foremost for the death benefit, but it may also offer riders and benefits that can assist with the cost of long-term care should the need arise. Life insurance policies are subject to medical underwriting, and in some cases, financial underwriting. Riders and/or life insurance products may not be available in all states.

Long-Term Care Riders : A rider that can be added to a life insurance policy to provide coverage for long-term care expenses that may arise.

Pros:

- More comprehensive coverage than a chronic illness rider.
- Premiums will not increase and benefits will not change.
- In addition to LTC protection, this policy provides a death benefit to your beneficiaries when you die if you do not use the LTC benefit.

Cons:

- Unlike traditional LTC insurance, premiums are not tax deductible.
- Long-term care riders do not qualify for Partnership Program policy protection
- There are usually additional premium requirements with the purchase of this additional rider.

Things to consider:

- LTC riders can pay out using either indemnity or reimbursement. Make sure you understand the difference. (Check out the glossary for further clarification)
- Separate underwriting occurs, so it is possible to qualify for the life insurance policy, but not the LTC Rider.

Chronic Illness Rider: Purchased as an optional protection on a life insurance contract, chronic illness riders help provide additional coverage should a chronic/non-recoverable illness occur.

Pros:

- Flexibility to use benefit payments however you choose, including family/home care, remodeling, groceries, transportation, housekeeping, lawn care, assisted living/skilled nursing care.
- Benefits paid either to help with expenses for chronic illness, or to your beneficiaries as death benefit, or both.

Cons:

- There are usually additional premium requirements with the purchase of this additional rider.
- Generally, there is no inflation protection to help protect against rising health care costs.

Things to consider:

- Adding protection via a chronic illness rider is likely only available at policy issuance. Generally, benefits are treated as accelerated life insurance death benefits, which will reduce the overall death benefit.
- Chronic illness riders do not necessarily cover all "long-term care" claims.
- Usually eligibility to make a claim is determined by being unable to perform 2 of 6 ADLs, or needing "substantial supervision" due to cognitive impairment. In addition, these riders generally require that the physician must certify the chronic illness "is likely to last the rest of the insured's life."
- Generally, the life insurance contract and chronic illness rider is underwritten together, however, this may vary by carrier and separate underwriting may occur.

Annuities are insurance contracts designed for retirement or other long term needs. Annuities may offer riders and benefits that can assist with the cost of long-term care should the need arise.

Annuity with LTC Rider: Purchased as an optional protection on an annuity contract, expenses will be paid from your annuity's value, up to the specified maximum monthly amount until the annuity and rider's value has been depleted. In some cases, extended benefits may be available for an additional cost.

Pros:

- Less stringent medical underwriting than traditional long-term care insurance or life insurance would require.

Cons:

- In order to receive the benefits, you must first spend down your full annuity contract value.
- There are usually additional fees associated with the purchase of this rider.

Things to consider:

- Any withdrawals will reduce the long-term care benefits as well as the death benefit

Annuity Confinement Rider aka 'Doubblers': An option available on many fixed index annuity contracts, this rider is accessed once an insured meets the contract's qualifications for being confined to a nursing home or diagnosed with a terminal illness.

Pros:

- No medical underwriting
- Many annuities offer this 'doubler' option at no additional cost.

Cons:

- The benefit is a 'doubler' which means it doubles the amount of your payout if a qualified long-term care need arises, usually until the qualifying account balance is depleted or the maximum amount of time, whichever is earlier.
- Contract rules may vary. For joint annuities read your policy to understand which person(s) is entitled to the benefit.

Things to consider:

- Some policies only double if the insured is confined to a nursing home or diagnosed with a terminal illness, whereas some will consider at home care (generally accessed once an insured cannot perform 2 of 6 ADLs).
- Some policies may have a length of time the contract must be in force prior to benefits being available.
- Different contracts have different benefit periods. Check individual carriers and policy for details.

WHAT'S THE NEXT STEP?

Thoughtfully consider which option, if any, is right for you to progress toward protecting yourself and your loved ones should the need for long-term care arise in your future.

Discuss your current situation and needs with a licensed insurance agent, tax advisor and/or attorney. Together, you can determine the options that are appropriate for your unique situation.

GLOSSARY OF TERMS:

Accelerated Death Benefit (ADB) This is a benefit that is generally attached to a life insurance policy which enables the policyholder to receive an advance on the death benefit in the case of a terminal illness diagnosis.

Activities of Daily Living (ADL) Routine activities that people do every day without assistance. They are eating, bathing, dressing, toileting, transferring and continence. Losing the ability to perform at least two of the six activities of daily living generally preempts long-term care coverage to begin.

Adult Day Care Adult day care provides social and sometimes health related services during the day in a community based setting. Adult day care can offer relief for family members who are caregivers and can be ideal for those who would benefit from a group setting outside the home.

Asset-Based LTC Offering similar benefits as traditional long-term care policies, they differ in policy structure as an asset-based plan is built around a life insurance model.

Assisted Living A residential living arrangement that provides individualized personal care, assisting with ADLs, help with medication and light housekeeping. It's designed to help those with minimal needs to remain as independent as possible.

Benefit Period This is the length of time the benefit will be paid. Benefit periods may vary by carrier and policy; make sure you read your policy for further clarification.

Chronic Illness A chronically ill person is an individual who has been certified by a licensed healthcare practitioner as unable to perform, without substantial assistance, at least 2 activities of daily living for a period of at least 90 days due to a loss of functional capacity or cognitive impairment. Some insurance carriers define a chronic illness as one that is likely to last the rest of the insured's life. In other words, the condition

must be non-recoverable. For this reason, temporary conditions would not be eligible for claim.

Chronic Illness Rider Also known as "accelerated death benefit for chronic illness," this is a type of coverage that can be added to a life insurance or annuity contract to provide added coverage in the event the policyholder has a health event which is considered a chronic illness.

Daily Benefit The maximum amount of benefit payable for long-term care services in any given day.

Elimination Period The required length of time when no benefits are payable and the time when the insured is determined to be eligible for benefits. This time period usually begins the first day the insured meets the terms of the qualifying event.

Home Health Aide Services Home care can include companions to provide "hands-off" assistance with general household activities such as meal preparation, running errands and cleaning. Home care can make it possible for people to continue to live in their own homes and can be full or part-time, depending on your needs.

Indemnity Plans Indemnity plans pay the maximum benefit the policy allows, regardless of, and without reference to, expenses. While some plans may require a licensed service to be involved in the care, no bills or receipts are needed to justify the cost of care. Indemnity plans allow for a wide array of flexible solutions because excess benefits not needed to pay for care can be used for any purpose.



Inflation Protection Benefit This optional coverage automatically increases the daily benefit coverage amount annually either on a simple or compound basis to help protect against future inflation.

Non-forfeiture Benefits This benefit, which is available for an extra cost, assures the policyholder that they will not forfeit all benefits if they cancel the policy or stop paying the premiums. In this situation, policyholders are eligible to receive a reduced benefit for a limited period of time until the non-forfeiture benefit is exhausted.

"No cost"/included Sometimes insurance carriers include certain features as part of your policy for no additional charge. Instead of charging the coverage as part of the cost of insurance, they instead discount the acceleration of the death benefit when the coverage is actually needed. Because of this, benefits cannot be determined until the policyholder has a need to make a claim.


Nursing Home Nursing home services offer the most comprehensive care option, providing room and board with both skilled and personal care services and may include medical care, therapy and other health related services. Nursing home care may be temporary or permanent and services may vary by facility.

Partnership Program This federally supported, state-operated program allows individuals who purchase a qualifying long-term care insurance policy to protect a portion of their assets that they would typically need to spend down prior to qualifying for Medicaid coverage once their policy benefits have been exhausted. Check with your state and insurance policy to verify eligibility for participation.

Qualifying Expense Simply stated, a qualifying expense is one that is covered. This can vary by contract type and carrier. Please consult your insurance policy for further clarification.

Reimbursement Plans These plans will never pay more than the qualifying LTC expenses incurred, regardless what the stated maximum benefit may be. Qualifying expenses do not normally include the cost of home modifications or medical equipment.

Waiver of Premium A policy provision on an insurance contract that suspends premium payments after a specified period of time when an insured is receiving long-term care benefits.



This content is for informational purposes only. The descriptions of the financial vehicles are general in nature. It is not intended to serve as the basis for any financial or purchasing decisions or provide specific legal or tax advice. All consumers should consult a professional in these areas regarding the applicability of this information to their unique situations. Life insurance and annuity product guarantees are subject to the financial strength and claims-paying ability of the issuing insurer.