



LTCRplus™

FAMILY UPDATE

The problem hasn't changed, however the solutions have. While the need for extended care services is rising dramatically with the aging demographics of the United States, solutions to paying for that care are also expanding. LTCR and the LTCRplus program can help your family explore the solutions and plan for current and future care needs.

LTC FUNDING

Prior to the development of long-term care insurance, the solutions for paying care were very few. You needed to be fairly wealthy, rely on your family and the implications for them or become impoverished and rely on government programs like Medicaid. Some 30+ years ago, the first long-term care insurance policy was developed to help transfer those costs to a third-party insurance company.

These "traditional" long-term care insurance policies have evolved over time to include new care options that weren't even conceived of 30 years ago and to offer features and benefits that can be tailored to individual needs. More recently other products that combine either life insurance or an annuity with an LTC benefit have been created and have evolved. These "hybrid" policies guarantee that you will receive benefits from the policy in the form of a return of premium, death benefit or pool of money for an extended care need. All while avoiding the potential of future rate increases.



Did you know?

More than 5 million Americans of all ages are currently living with Alzheimer's Disease costing the nation \$259 billion? By 2050, this number is expected to rise to 16 million with costs rising to \$1.1 trillion.

– Alzheimer's Association, www.alz.org.libortis



Other newer funding solutions include Short Term Care Insurance which provides the opportunity for less healthy people to be able to obtain some coverage for a future need. Most recently, new solutions have been introduced for people who have failed to plan and are currently in need of care. These solutions can help to convert a pool of money to a guaranteed monthly payment for extended care services for life or convert a life insurance policy to a long-term care benefit.

The problem of needing care has not changed and is in fact increasing with the aging demography of our country. However, as you can see, the solutions are evolving and providing us with more options to plan for a future care need.

Long Term Care Resources (LTCR) set out 20 years ago to help people evaluate and plan for a future long-term care need. While our comprehensive, educational approach has not changed, the solutions that we offer our clients have. Our mission is to help our clients evaluate the best solutions for their family through education and in a non-threatening manner. In fact, we've helped over 650,000 people evaluate their options and determine the best solution for their family.

Through our work with more than 600 professional and alumni affinity groups, we can offer exclusive member discounts for some of these products.

Call today to speak with an LTC planning specialist to explore your options.

"If you fail to plan, you are planning to fail" - Benjamin Franklin

LTC NAVIGATE

Caregiving Crisis

Most of us will either become a caregiver for a family member or will have to make caregiving arrangements at some point in our lives. The age 85+ segment of the population, most likely to need extended care services, is expected to triple in number by 2060.

This aging segment of the population will have a tremendous impact on health care and in particular extended care services. In many cases it will be our children who provide some level of care and make arrangements for extended care but who will help them?

I've been in the long-term care insurance business for 15 years and the insurance industry for almost 30. In the last year I've had to deal with extended or long-term care needs for three family members. With all of my experience in the industry, I had very little idea of where to start. At the moment of crisis – "mom is being released from the rehab on Monday but she can't go home" – where do you even begin? Do you search on Google and what do you search on? Fortunately, with my contacts in the industry, I was able to fairly quickly establish a network of people who could help me and my family through the crisis.

With this help, it still took a lot of time and energy away from my family and work. Without these resources, it would have cost me much more time away from my family and potentially required time off from work. That's not even counting the ongoing commitment I would have to make to coordinate the whole situation.

This example and so many others is why we developed the LTCRplus program. With 20 years of helping families prepare financially for a future extended care need, we have begun to realize the care side of the continuum. We designed the LTCRplus program with our families in mind and for our clients. The LTC Navigation component of the program is there in a crisis or for future care issues.

LTC LEGAL

Making a Will Online

The quick and easy way to safeguard the interest of your loved ones

Planning ahead and making sure you have all the right policies and legal documents in place when you retire is essential if you are to protect your interests and those of your family.

Not only do you need to think about your health and financial well being during your retirement, but also about what happens to your estate – your property, money and possessions - when you've gone. How will it be divided between your surviving partner, your children and grandchildren or other family members? Or what about your beloved pet or a charity that you've supported over the years?

The only way to ensure that your loved ones benefit exactly in the way you want is to make a will. If you die without a will, state laws will determine who gets what, which may not be in a way you would have wanted. This can add to the unhappiness of the bereaved and result in family disputes. It can also mean delays in getting financial and legal matters arranged.

A will is, therefore, an important document and when used in conjunction with other financial, insurance and health services, will create a truly robust and effective retirement plan.

But isn't getting a will prepared time-consuming and expensive? At LawAssure (the engine that drives the LTC Legal benefit) we understand people lead busy lives and that getting legal documents prepared can be costly and time-consuming. Our online service makes it easy to prepare a will from the comfort of your own home. You won't have the inconvenience of visiting an attorney's office or the uncertainty of legal fees charged at an hourly rate.

The service has been developed over many years, incorporating feedback from thousands of users, so people of all ages and with no legal expertise can use it to create a legal document with ease. Below are just some of the comments we've

received about our service, which demonstrate how, even when people have had reservations, making a will online with LawAssure is quick, easy and safe.



"I was apprehensive at first in completing legal documents by such a manner, but the website was intuitive and easy to use."

–Neil B.

"A very quick and easy to use service and all done from the comfort of my own home. I now have a professional looking Will and peace of mind. Thank you."

–James M.

"It took me about 20 minutes to complete my will - something I'd put off for years because I didn't think I could find the time."

–Joanne M

"An excellent service that makes writing a Will far easier than I thought possible."

–Paul W.

"Lovely, simple way of writing a Will – which I have procrastinated on for years! Easy site, really helpful simple English explanations of the legal terms."

–Philippa S.

"A truly excellent service, better than I imagined."

–Michael S.

The LTC Navigation benefit can help members from the early stages of care planning to a current crisis with a family member. Our Care Concierge team has the tools and experience to help families determine the right level of care, access quality care, evaluate care providers, assist with long-term care insurance claims, understand care choices and access other resources that might be needed. Through our partnerships with caregiving industry leaders we can also help with care placement, assessments, creating required plans of care and much more.

The LTC Navigation benefit is a no cost benefit of the LTCplus program and is available for you to use with your entire family. Our families, friends and clients are already using it to navigate care giving and solve care crises.

Eric Holtzman, Executive Vice President

LTC AUDIT

Families today are more geographically dispersed than ever. It's not uncommon for our children to live hundreds if not thousands of miles away. While the Navigation benefit can help with care placement, claims assistance and many of the issues surrounding care, how can we be sure that the care being received by a loved one is meeting their needs?

We created the care audit to help families assess the care being received by a loved one whether they are 2 miles down the road or 2,000 miles away. With one phone call or an email, the Care Concierge can make arrangements for you to speak with a licensed care assessor who can arrange for telephonic and in-person assessments of your relative.

The assessment can be done with your relative in their care setting and will provide the family with an in-depth report of how they are doing – emotionally, physically, mentally and socially. The assessment may contain recommendations that can help to improve their life.

While there's an additional charge for this Audit service, we know there's tremendous value for families living with a care situation.



If you have any questions, please call us at 844-LTC-Plus.
LTCplus Advisors are available from 9 am to 8 PM EST.
lctcrplus.com info@lctcr.com

