

## LONG-TERM CARE INSURANCE

What it is...

How it works...

Do you need it...

Helping you protect your retirement

Carl E. Gasperini  
Long-Term Care Specialist

Carl Gasperini is an insurance professional with a combination of multi-level insurance experience. He has worked with many families with different insurance needs to help find the right policy, coverages and benefits to fit their insurance needs.

### *Specializing in:*

- Long-Term Care Insurance
- Medicare Supplement
- Medicare Part D
- Annuities
- Life Insurance
- Health Insurance

Carl tailor fits long-term care insurance to fit your individual financial budget.

### LONG-TERM CARE INSURANCE...IS IT RIGHT FOR YOU?

You **SHOULD NOT** buy long-term care insurance if:

- You can't afford the premiums
- You have limited assets
- Your only source of income is a Social Security benefit or Supplement Security Income
- You often have trouble paying for utilities, food, medicine or other important needs
- You want to pay for caretakers and assisted living from your own pocket

You **should** consider buying long-term care insurance if:

- You want to protect your assets and income
- You have no family to care for you . You want to stay independent and afford the best care that you can buy
- You wish to live the same lifestyle that you are used to as best possible

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*MetLife*

*John Hancock*

*American Equity*

*Humana*

*Aetna*

*Genworth*

*Blue Cross Blue Shield*

## **WHAT IS LONG-TERM CARE??**

Long-term care (LTCI) services are for people who are in need of assistance with the activities of daily living. Someone with a long physical illness, a disability, or a cognitive impairment (such as Alzheimer's disease) often needs long-term care. LTCI pays for personal care (some times called custodial care), skilled care and intermediate care, that helps one with the activities of daily living (ADLs).

*These activities include:*

- Bathing
- Dressing
- Transferring from bed to chair, Toileting
- Eating
- Continence

Personal care is less involved than skilled care, and it may be given in many settings, including your home. Long-term care services may include help with activities of daily living, home health care, respite care, adult day care, care in a nursing home and care in an assisted living facility. Long-term care may also include care management services, which will evaluate your needs and coordinate and monitor the delivery of long-term care services.

## **HOW DOES LTCI WORK?**

- 2.) LTCI policies charge a premium based on your current age, current health and your ability to do daily activities.
- 3.) Once your policy is issued, your LTCI policy offers a "pool of money" based on the daily benefit you choose, that is available when you need it. You qualify for benefits by not being able to perform at least two of the six activities of daily living.
- 4.) LTCI benefits can be used as needed, for short-term or long-term care, once you have been approved and have satisfied the waiting period. You cannot be cancelled or rated up due to getting older or to declining health.
- 5.) If you become unhealthy with problems that are likely to mean that you will need LTCI, you probably won't be able to qualify for a LTCI policy or you would be rated up and charged a higher premium.
- 6.) LTCI can be designed to protect your needs and be very affordable at the same time.

## DO YOU NEED LTCI?

Whether you should buy a long-term care insurance (LTCI) policy will depend on your age, health status, overall retirement goals, income and assets. If you have a large amount of assets but don't want to use them to pay for long-term care, you may want to buy a long-term care insurance policy. Many people buy a policy because they want to stay independent of government aid or the help of the family. They don't want to burden anyone with having to care for them.

*Here are a few good reasons why you should purchase long-term-care insurance:*

- Health insurance, Medicare and Medicare Supplement do not pay for long-term care costs.
- Home health care and LTC facilities cost on average \$35,000 to \$60,000 per year.
- Large pool of money is available now.
- Children can manage the caregivers, not be the caregivers.
- Helps keep you out of nursing homes and in your own home.
- Protects your income by not spending down your assets and investments.
- Transfers the financial risk from your money to the insurance company's money.

For a No Obligation, Free Consultation, please call Carl .....

Phone: 630.523.5038

