



LONG-TERM CARE 101

1. What is Long-Term Care?

Long-term care is when you can no longer care for yourself independently. It is when you need assistance with your activities of daily living. The cause of needing assistance can be due to an illness, accident, aging, or a cognitive impairment.

2. Chance of needing long-term care?

- a. 70% of people age 65 or older will need long-term care services at some point in their lifetime.²
- b. Unfortunately, 40% of people currently receiving long-term care services are between the ages of 18-64.²

3. What does long-term care cost today?

- a. The national average annual cost of nursing home care ranges from \$78,110 - \$87,235 depending on the type of room (semi-private vs. private).¹
- b. Cost of care increased 4.4% - 5.6% depending on the type of care from 2010 to 2011.¹

4. Who pays for long-term care?

- a. Medicare/health insurances were not designed to pay for long-term care.
- b. Medicaid will cover long-term care, but it is means tested and will only give you care in a nursing home, no matter what level of care is needed.

5. Top 4 reasons on why people purchase long-term care insurance!

1. To receive care where they are most comfortable, in their own home.
Helps to keep you out of the nursing homes.
2. Protects your assets.
3. Not to be a burden to their children/family!
4. Keep their independence and dignity!

6. Where will my long-term care insurance pay for my care?

- a. In your own home, assisted living facility, memory loss units, nursing home, adult day care, respite care, hospice care. YOU choose.
- b. If you decide on a full cash policy...you receive the cash and can spend it on whatever you see fit to help you through this difficult time.

7. How can I use my long-term care insurance?

- a. Once you need assistance with 2 out of 6 activities of daily living (bathing, feeding, dressing, toileting, continence, and transferring) that will plan on lasting at least 90 days.
- b. OR have any type of cognitive impairment that will last at least 90 days

8. Premiums can be 100% Tax Deductible based on IRS limitations.



Danny Talley
303-226-1000

Senior Vice President, HUB International
danny.talley@hubinternational.com

¹MetLife Market Institute Market Survey of Long Term Care Costs, October 2011

²U.S. Department of Health and Human Services National Clearinghouse for Long Term Care Insurance, October 2008.