

An Introduction To Long Term Care Insurance

Planning
Your
Future



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Introduction to Legacy Services

Based in Hartland, Wisconsin Legacy Services is an independent consulting firm that advises consumers on all group, traditional, and hybrid long term care insurance (LTCi) products. We manage worksite programs and support financial planners nationwide. For more information please visit our website at www.legacyltci.com.

About the Author

Brad Winnekins founded Legacy Services in 1999. He has conducted over 800 seminars and 10,000 phone consultations. His analysis of LTCi products and sales practices have been featured in articles by Employee Benefit News, the Wall Street Journal, and Kiplinger's Personal Finance.

About this Manual

This manual provides consumers basic information on LTCi and related subjects. All pricing and coverage examples are generic and do not represent specific insurance companies. In addition, this text is not intended as advice on taxes, Medicare, or Medicaid. Contact a tax professional or government agency for guidance on these issues. We offer no obligation phone consultations for consumers who want to learn more about LTCi. See page 21 for details.

What Is Long Term Care?

Long term care is a variety of services and supports to help meet personal care needs over an extended period of time. Long term care commonly involves non-skilled personal care assistance, such as supervision for cognitive impairment or help performing Activities of Daily Living (ADLs), which are:

Bathing	Eating
Toileting	Dressing
Continence	Transferring

Why Do People Need This Care?

Alzheimer's	27%
Stroke	14%
Circulatory	11%
Injury	9%
Cancer	8%
Arthritis	7%
Nervous System	6%
Respiratory	5%

Society of Actuaries LTC Experience, June 2011

Where Is This Care Provided?

Home	51%
Assisted Living	25%
Nursing Home	23%
Other	1%

American Association for LTCi, January 2019

Long Term Care Is Expensive

The cost of long term care depends on what kind of care you need and where you are living when you need the care. Based on the 2019 Genworth and CareScout Cost of Care Survey, average costs around the country are:

Home Health Care

Average annual cost today * \$35,900

* assumes six hours a day, five days a week

Assisted Living – Base Rate

Average annual cost today \$48,600

Nursing Home – Semiprivate Room

Average annual cost today \$90,200

Cost of Care in Your Area

If you do an internet search on Genworth Cost of Care, a website is listed that contains an interactive map to analyze LTC costs in your area.

<https://www.genworth.com/corporate/about-genworth/industry-expertise/cost-of-care.html>

Health Insurance

Health insurance, including coverage under the Affordable Care Act, does not pay for ongoing home health care, assisted living or for care in a nursing home.

Disability Insurance

Disability insurance replaces a portion of income lost when unable to work due to sickness or injury. Neither short term nor long term disability insurance provides added benefits for long term care.

Government Assistance

Medicare

The maximum amount of time Medicare will pay all or part of long term care expenses is 100 days.

Medicaid

Medicaid will only pay after recipients have “spent down” their assets to levels established by federal and state governments. Recipients of Title 19 may be restricted in terms of where their long term care can be provided.

Medicaid Qualification Limits (Medicaid Spend Down)

As of 2019 the community spouse can keep up to a maximum of \$126,420 in countable assets (limits vary by state). Anything above the maximum amount must be “spent down” before the other spouse can qualify for Medicaid. For single people, maximum asset amounts are much lower.

Loopholes are Closing

In February 2006 the Deficit Reduction Act of 2005 was signed into law. This new legislation makes it more difficult to give away assets to qualify for Medicaid.

Social Security / Medicare / Medicaid – Are they sustainable?

"We're at the beginning of the age wave, which will bring a tsunami of spending associated with the Medicare program," says David Walker, a former U.S. comptroller general. "It serves to reinforce the need to reform existing entitlement programs and restructure existing health care promises in order to make them affordable and sustainable." (USA Today, January 1, 2011)

What Does LTCi Pay For?

Here are some of the services that can be paid for by LTCi –

Home Health Care

Assistance with activities of daily living (see page 15), homemaker services (cleaning, vacuuming, laundering, food shopping, food preparation), supervision for cognitive impairment, help with managing and taking prescription medications, skilled nursing care

Assisted Living

Room and board, assistance with activities of daily living, supervision for cognitive impairment (if available), help with managing and taking prescription medications

Nursing Home

Room and board, assistance with activities of daily living, supervision for cognitive impairment, help with managing and taking prescription medications, skilled nursing care

Other

Adult day care, hospice care, respite care, caregiver training

Disclaimer - Each policy has its own unique features and policy language. All rights and obligations will be governed by the actual policy language.



"Your mom and I think you should go to medical school. That way, you'll be qualified to provide our long term care."

Is LTCi Right For You?

LTCi is not right for everyone. Consumers need to consider if premiums are within budget for them over the long run. We use the following questions in the one-on-one consultation to facilitate a conversation about affordability:

- What is your age and occupation?
- What is your spouse's age and occupation?
- What is your current total income?
- What is your approximate net worth?
- Do you expect to receive an inheritance?
- What future expenses are you budgeting for?
- Are you contributing to your 401k/403b plan?

General Guidelines

Determining if LTCi is financially suitable takes into account many factors. Often it is not a black-and-white answer. We give consumers generally accepted standards by which this decision should be made. Ultimately, it is up to each individual to decide if this coverage is right for them. Here are some criteria to consider when making this decision –

- Premiums should not be greater than 5% of total after-tax income.
- Premiums should not be more than 1% of net worth.
- Consumers should be contributing enough to receive the full match in their 401k/403b before buying LTCi.

These guidelines are general in nature. Each situation is unique and must be judged individually.

How Much Does LTCi Cost?

Premiums vary based on age, gender, marital status, health, and policy features selected. Below is an example of annual premiums for traditional LTCi (assuming a middle health rating):

Home Care	<u>\$150 / day</u>	Total Benefit	<u>3 yrs = \$164,250</u>
Assisted Living	<u>\$150 / day</u>	Elimination Period	<u>90 days</u>
Nursing Home	<u>\$150 / day</u>	Inflation Protection	<u>3% compound</u>

Married		Age of Purchase	Single	
Male	Female		Male	Female
\$1,110	\$1,830	40	\$1,390	\$2,290
\$1,260	\$2,090	45	\$1,580	\$2,610
\$1,370	\$2,300	50	\$1,710	\$2,880
\$1,620	\$2,700	55	\$2,030	\$3,370
\$1,840	\$3,090	60	\$2,290	\$3,870
\$2,380	\$4,040	65	\$2,980	\$5,050
\$2,910	\$4,950	70	\$3,640	\$6,180

A wide range of options are available. To receive specific pricing on a customized policy please schedule a phone consultation (pg 21).

Disclaimer

Premiums shown do not represent any one carrier and are as of Nov 2019. Carriers can raise rates on existing policyholders.

Policies are subject to medical underwriting before being issued. Carriers have the right to decline coverage based on their underwriting criteria.

Each of the policies has their own unique features and policy language. All policies have Limitations and Exclusions.

Key LTCi Questions

Can the carrier raise my premium?

Premiums are not guaranteed to stay the same on traditional LTCi policies. However, any increases must be done on a class basis for everyone in your state. And state insurance commissioners have the authority to deny rate increases. Many existing policyholders have received rate increases on policies sold prior to 2012. But, insurance commissioners have made the requirements more difficult for getting rate increases approved on policies sold today.

To decrease the potential for rate increases traditional LTCi contracts now use higher premiums and stricter underwriting. Premiums for hybrid products (LTCi + life insurance) are guaranteed not to go up but are often more expensive than traditional policies. In consultations we provide comparisons between these options.

Will I have difficulties getting claims paid?

People frequently tell us stories about their experience filing LTCi claims for their parents. While some shared frustrations, the vast majority were satisfied. In a 2015-2016 survey by LifePlans of 1300 LTCi claimants representing 11 of the main LTCi carriers, 78% said the claims filing process was easy. It has been our experience that larger, higher-rated carriers do a better job paying claims.

To make the claims process work smoothly policyholders should select a Financial Power of Attorney who can coordinate communications between your doctor and the insurance company.

What Are The Basics Of A LTCi Policy?

Daily Benefit Amount

Facility Care – The maximum dollar amount that a policy will reimburse each day for care received in a facility such as an assisted living facility, hospice facility or nursing home. (Options: \$50 per day to \$400 per day)

Home/Community Care – The maximum dollar amount that will be reimbursed each day for home and community based care; may be expressed as a percentage of the facility benefit amount. (Options: 50%, 75%, or 100%)

Inflation Protection Riders

Since LTCi is something you buy today but probably will not be using until the future, inflation protection riders help maintain the worth of your coverage over time. There are many options offered and it is important for applicants to understand the differences before buying.

Elimination Period

The number of days you will pay your long term care costs on your own, before your benefits begin. Benefits are payable only after you qualify and have received covered services for the number of days selected. (Options: 30, 60, 90, 180, or 365 days)

Total Benefit Amount

The amount of benefits that will be paid out over the life of the policy. For reimbursement contracts, this is calculated by multiplying the daily benefit amount times the benefit period selected. (Options: 2-8 years or unlimited)

Not all options are available with all policies or in all states.

Sample Configuration

Sample Configuration

\$150 Daily Benefit; 3-Year Benefit Period; 3% Compound Inflation,
90 Day Elimination Period

Total Benefit Calculation

3 Years = 1095 Days; 1095 Days x \$150 Daily Benefit = \$164,250
Total Benefit in the first year

	Age	Daily Benefit	Total Benefit	Male Premium	Female Premium
Assumes purchase at age 55	55	\$150	\$164,250	\$1,620	\$2,700
	56	\$155	\$169,178	\$1,620	\$2,700
	57	\$160	\$174,253	\$1,620	\$2,700
	58	\$165	\$179,481	\$1,620	\$2,700
	59	\$170	\$184,865	\$1,620	\$2,700
	60	\$175	\$190,411	\$1,620	\$2,700
	61	\$180	\$196,123	\$1,620	\$2,700
	62	\$185	\$202,007	\$1,620	\$2,700
	63	\$191	\$208,067	\$1,620	\$2,700
	64	\$197	\$214,309	\$1,620	\$2,700
	65	\$203	\$220,738	\$1,620	\$2,700
	66	\$209	\$227,360	\$1,620	\$2,700
	67	\$215	\$234,181	\$1,620	\$2,700
	68	\$221	\$241,206	\$1,620	\$2,700
	69	\$228	\$248,442	\$1,620	\$2,700
	70	\$235	\$255,895	\$1,620	\$2,700
	71	\$242	\$263,572	\$1,620	\$2,700
72	\$249	\$271,479	\$1,620	\$2,700	
73	\$256	\$279,623	\$1,620	\$2,700	
74	\$264	\$288,012	\$1,620	\$2,700	
75	\$272	\$296,652	\$1,620	\$2,700	
80	\$315	\$343,903	\$1,620	\$2,700	
85	\$365	\$398,678	\$1,620	\$2,700	
90	\$423	\$462,176	\$1,620	\$2,700	
95	\$490	\$535,788	\$1,620	\$2,700	

Note: This example does not represent actual pricing from any specific carrier.
Premiums may increase during the life of a policy.

Traditional vs Hybrid LTCi

Traditional LTCi pays benefits only if you need long term care and the premiums are not guaranteed to stay the same. Hybrid policies that link life insurance with LTCi pay for long term care and provide death benefits (less LTCi claims). Hybrid premiums are guaranteed not to change.

The chart below compares popular traditional and hybrid policies for a married couple both 55 years old. Benefits are per person; premiums are the combined total.

Product Features	Traditional LTCi	Hybrid LTCi
Initial Monthly Benefit	\$4,500 each	\$4,500 each
Elimination Period ¹	90 days	90 days ²
Inflation Protection	3% compound	3% compound
Benefit Period	6 years each	6 years each
Benefit Pool	\$324,000 each	\$324,000 each
Payment of Benefits	Reimburse	Indemnity
Death Benefit	None	\$108,000 ³ each
Return of Premium	None	41% · 77% ⁴
Rate Guarantee	No	Yes
Comdex Ranking ⁵	93	90
Statutory Assets ⁶	\$8 billion	\$146 billion
Combined Annual Premium for both spouses		
Lifetime Pay	\$5,200	\$11,100

Note: These are general examples and not exact representations.

- 1 – This is the elimination period for home care, assisted living, and nursing home.
- 2 – This carrier will reimburse the first 90 days if care extends beyond 90 days.
- 3 – Death benefits are reduced by LTCi claims paid.
- 4 – We used the cheapest ROP option. The first % is year 10. The second % is year 30.
- 5 – A cumulative score based on AM Best, Moody's, S&P, and Fitch ratings (100 is best).
- 6 – The assets regulators require carriers to hold to offset their liabilities.

Traditional and hybrid policies vary in ways beyond those shown, including tax treatment and underwriting. Therefore, it is important that you work with an experienced LTCi agent who can explain the underlying details and how they relate to you.

Selecting an Insurance Company

Most traditional LTCi policyholders who purchased coverage prior to 2012 have received large premium increases. To improve rate stability on new contracts, insurers across the industry are now using higher starting pricing and stricter underwriting.

However, carriers continue to have different philosophies on how to price traditional LTCi. Some large mutual insurance companies are charging more than they think they need, with the intention of crediting dividends to policyholders if everything goes as planned.

Small insurers offer lower premiums than large mutual companies. Is this approach used to increase sales? Probably. Nevertheless, the lowest-priced carrier works with respected LTCi actuaries. So, their premiums may be accurate.

At the same time, consumers should remember that small carriers with cheaper pricing have less margin for error. Taking in fewer dollars to cover the same risk leaves these insurers more vulnerable to unforeseen negative outcomes.

Large mutual companies are safer but they cost more. Yes, if these carriers have excess future profits on LTCi contracts sold today, they might credit dividends to policyholders. Although policyholders should not expect to get back all excess premiums with interest. The companies will keep some surplus for expenses and reserves.

Which carrier you pick depends on your perspective. People who choose higher-priced mutual organizations prefer paying more to be covered by a large company with strong financial ratings. Those who select smaller, lower-priced insurers feel they are getting better value for their money. Others decide to split the difference and purchase from carriers that are priced in the middle of the pack.

Inflation Protection

Inflation protection is one of the most important subjects LTCi applicants need to understand. But the insurance industry does not always provide adequate education on this issue.

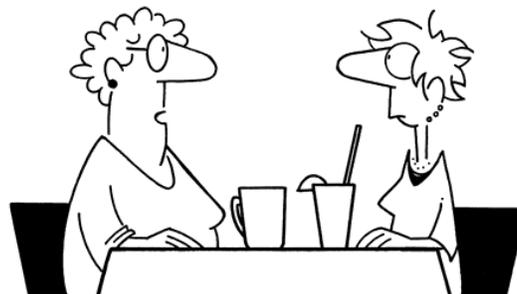
Here is recent history of inflation on long term care services –

Average Annual Increase	
Home Health Care	1.51%
Assisted Living	3.81%
Nursing Home	3.16%

Source: Genworth Cost of Care Survey, 2004-2018

There are many different forms of inflation protection being sold in the market today – fixed, tailored, step-rated, guaranteed purchase option, and flexible premium. Some of these alternatives are described as “making coverage more affordable”. However, that is usually a euphemism for less coverage.

While we support the concept of partial insuring we believe consumers need to be educated on the history of LTC inflation, drivers of future LTC inflation, and how benefits/premiums work with the different options. Because no one inflation method is best for everyone we offer all options carriers make available. We create custom spreadsheets and discuss these riders in detail with you.



**"The new guy I'm dating might be a keeper.
He's rich, handsome, and already owns LTCi."**

When Are Benefits Paid?

The first way to qualify for benefits under an LTCi policy is if you are unable to perform, without substantial human assistance, two or more of the Activities of Daily Living (ADLs) for a period expected to last at least 90 days. Activities of Daily Living are defined as:

(1) Bathing: The ability to wash oneself by sponge bath, or in either a tub or shower; including the tasks of getting into or out of the tub or shower.

(2) Dressing: The ability to put on and take off all items of clothing and any braces, fasteners or artificial limbs.

(3) Toileting: The ability to get to and from the toilet, get on and off the toilet, and perform associated personal hygiene.

(4) Transferring: The ability to move into or out of a bed, chair, or wheelchair.

(5) Continence: The ability to maintain control of bowel and bladder function or, when unable to maintain control of bowel or bladder function, the ability to perform other personal hygiene (including caring for catheter or colostomy bag).

(6) Eating: The ability to feed oneself by getting food into the body from a receptacle (such as a plate, cup or table), or by a feeding tube, or intravenously.

The second way to qualify for long term care benefits is if you have a Severe Cognitive Impairment (for example, Alzheimer's disease or Senile Dementia).

Disclaimer

These descriptions are intended to provide a general overview. All rights and obligations will be governed by the actual policy language, if and when issued.

Partnership for LTCi

Most states have introduced a program called Partnership for Long Term Care Insurance. Partnership combines private insurance with extra government benefits. People with Partnership qualified LTCi policies can, after their insurance is exhausted, access Medicaid without spending down assets to the regular low limits. Partnership benefits are entirely government-funded and do not increase the cost of coverage.

Generally speaking, Partnership programs provide extra asset protection equal to the total amount of insurance benefits paid out. Claims paid by the Partnership policy are added to the normal Medicaid limit to determine that person's Medicaid eligibility once insurance benefits have been used up. Some states offer different levels of asset protection under their Partnership policies. Many states have agreed to Partnership reciprocity. This means if you buy in one reciprocity state but move to another, you will qualify for that state's Partnership program. States in dark gray participate in Partnership reciprocity.



Potential Tax Advantages

There are many potential tax advantages for LTCi. We recommend you check with an accountant to learn what tax breaks may apply to your situation. Here are some general examples:

Does your state offer credits or deductions against state income taxes for LTCi premiums (changes regularly)?

States with Tax Credits

CO, LA, ME, MD, MN, MS, MT, NM, NY, ND, OR, VA

States with Deductions

AL, AR, CA, DC, HI, ID, IN, IA, KY, ME, MO, MT, NE, NJ, OH, OK, VA, WV, WI

Do you or your spouse have a Health Savings Account (HSA)?

An HSA is set up in conjunction with a high-deductible health plan. LTCi premiums are an HSA-qualified expense. Here are the allowable per person deduction limits for 2020:

Age as of 12/31	Eligible LTCI Premium
Ages 41-50	\$810
Ages 51-60	\$1,630
Ages 61-70	\$4,350
Ages 71+	\$5,430

Do you or your spouse have self-employed income?

If yes, you probably qualify for extra tax deductions.

1035 exchange

Do you have money in a non-qualified annuity or whole life insurance policy? In certain situations these dollars can be used to pay LTCi premiums pre-tax.

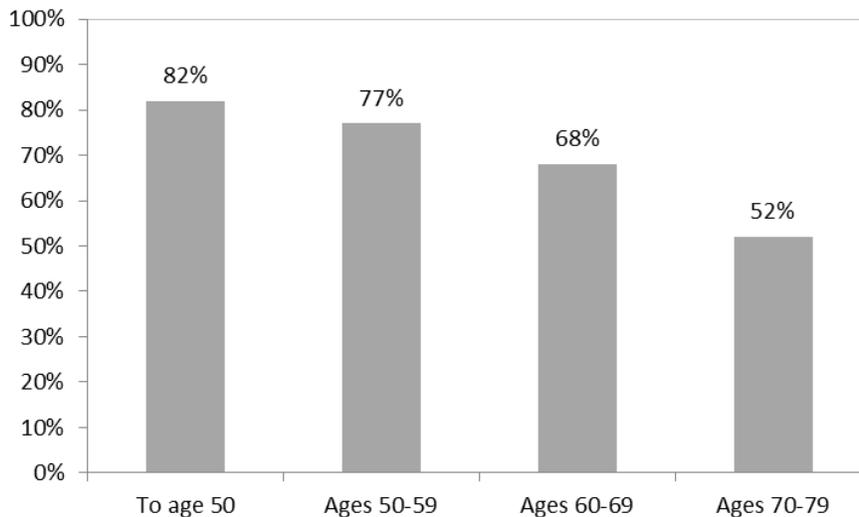
Disclaimer

Information provided is not intended as tax or legal advice and may not be relied on for purposes of avoiding any tax penalties. We are not authorized to give tax or legal advice. Individuals are encouraged to seek advice from their own tax or legal counsel.

The Biggest Advantage of Purchasing Earlier in Life

We are frequently asked about the 'right age' to buy LTCi. The chart below shows the younger someone is when they apply the more likely it is they will be accepted.

Acceptance Rate by Age



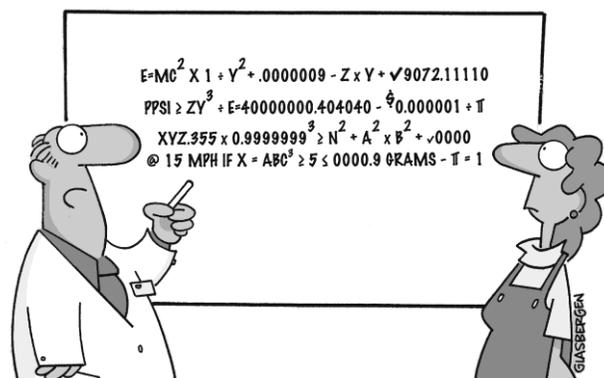
Source: AALTCi study, April 2018

Reasons for being declined include: MS, Parkinson's, diabetes with complications, height/weight ratios outside of carrier guidelines, current treatment for cancer (generally okay after 2 years from last treatment), and accidents resulting in disability. Underwriting criteria for LTCi is complicated. To learn more please schedule a phone consultation (see page 21).

Will you be insurable next year?

An Overview Of The Underwriting Process

1. Complete an application – including health questions.
2. The carrier conducts a phone health interview or face-to-face assessment to clarify medical information provided and to test for cognitive impairment (based on age).
3. Carriers request medical records to review health history.
4. Typically no blood drawn or physical exam if you have had these done within the last 12-24 months. However, some carriers require all applicants to complete an in-home mini-physical (ht/wt, blood pressure, urinalysis, draw blood).
5. Things like high blood pressure and high cholesterol are usually no problem if controlled with diet and medication.
6. Carriers sometimes have different underwriting criteria – we consult consumers on all major carriers.



**"I'm trying to determine
the right age to buy LTCi."**

LTCi Statistics

1. AARP reports that 55% of people recently surveyed thought Medicare paid for nursing home care. In reality, the most Medicare pays for any type of LTC is 100 days.
2. 64% of all LTCi claims are made by women. ¹
3. When do claims begin: ¹
 - a. Before age 70 – 5%
 - b. Age 70-80 – 26%
 - c. Age 80-90 – 52%
 - d. After age 90 – 17%
4. How long do claims last: ²
 - a. No care – 48%
 - b. Less than 2 years – 37%
 - c. 2-5 years – 12%
 - d. 5 years or more – 14%
5. Claims satisfaction statistics: ³
 - a. 78% felt the claims filing process was easy
 - b. 71% said LTCi helped them get more care
 - c. 84% said LTCi was paying for 50%+ of LTC costs
 - d. 67% said LTCi paid for all or most costs

1 - American Association for LTCI, January 2019

2 - AARP Public Policy Institute, 2017

3 - Results from a 2015-2016 survey by LifePlans of 1300 LTCi claimants representing 11 of the main LTCi carriers

Phone Consultations

Legacy offers no obligation phone consultations where we proactively take consumers through important subjects relevant to their situation. Our LTCi specialists use a consultative approach without sales pressure. Topics covered:

1. Determine if LTCi is right for you
2. Review health/underwriting issues
3. Compare traditional LTCi vs. hybrid LTCi
4. Analyze different coverage levels
5. Learn about additional riders
6. Pricing on all leading traditional & hybrid products
7. Get an overview of the application process
8. Compare proposals made by other advisors
9. Discuss potential tax advantages
10. Review insurance options for your parents

We do these calls weekdays, weeknights or Saturday mornings by appointment. To schedule a phone consultation – sign up on our website at www.legacyltci.com, call us at 800-230-3398, or send an email to service@legacyltci.com.

Other Resources

1. Legacy Services: Our website provides general information and the ability to sign up for a phone consultation – www.legacyltci.com
2. National Association of Insurance Commissioners: The mission of the NAIC is to assist state insurance regulators, individually and collectively, in serving the public interest – www.naic.org/index_ltc_section.htm
3. Administration on Aging: The US Department of Health and Human Services developed this website to provide information and resources to help families plan for long term care needs – www.longtermcare.gov
4. National Care Planning Council: The goal of the Council is to educate the public on the importance of planning for long term care – www.longtermcarelink.net
5. National Academy of Elder Law Attorneys: The NAELA helps families who are unable to obtain LTCi due to health issues plan for long term care needs – www.naela.org
6. Family Solutions for Care: Through their LTCi claim assistance services, FSC secures funding from LTCi policies and helps you understand your LTCi benefits – www.familysolutionsforcare.com

Glossary of Terms

Glossary of Terms

Activities of Daily Living (ADL's) – ADL's are activities that are a normal part of everyday life such as bathing, continence, dressing, eating, toileting, and transferring.

Alternative Plan of Care – This provision allows you to qualify for benefits not specifically listed in the policy upon the agreement of you, your physician, and the company.

Assisted Living Facility – A place certified/registered by the state as an Assisted Living Facility. The facility must have five or more residents and provide care and services to assist with ADL's and cognitive impairment.

Benefit Triggers – A term used to describe when to pay benefits. One type of benefit trigger is an activity of daily living (ADL). Insurance companies may use different events or types of benefit triggers to determine when benefits will begin to be paid. The triggers are described in the eligibility criteria of the policy.

Care Coordination Services – A service in which a professional, typically a nurse or social worker, may arrange, monitor or coordinate long term care services.

Caregiver Training – Training provided in order to assist an informal and unpaid caregiver to care for you at home.

Cognitive Impairment – Deficiency in short or long-term memory, orientation as to person, place and time, deductive or abstract reasoning, or judgment as it relates to safety awareness.

Glossary of Terms

Daily Benefit – The maximum amount the policy will pay for each day of care you receive, often limited to the amount charged for your care (referred to as reimbursement).

Elimination Period – Like a deductible; the length of time the individual must pay for covered services before the insurer begins to make payments. Also called a “waiting period.”

Guaranteed Renewable – When a policy cannot be cancelled by an insurance company and must be renewed when it expires unless benefits have been exhausted. The company cannot change the coverage or refuse to renew the coverage for other than nonpayment of premiums. In a guaranteed renewable policy, the insurance company may increase premiums, but only on an entire class of policies, not just on your policy.

Home Health Care – Care including skilled nursing services such as providing therapy treatments or administering medication; home health aide services such as checking temperature and blood pressure; personal care such as help with bathing, dressing, walking, exercise; and physical, occupational, respiratory, or speech therapy.

Hospice Care – A specially designed package of social and medical services that primarily provides pain relief, symptom management, and supportive services to terminally ill people and their families.

Inflation Protection – A policy option that provides for increases in benefit levels to help pay for expected increases in the costs of long term care services.

Glossary of Terms

Instrumental Activities of Daily Living – Basic functional activities necessary for you to remain in your home, such as meal preparation, shopping, light housekeeping, laundry, telephoning, handling money, and paying bills.

Nursing home – A licensed facility that provides nursing care to those who are chronically ill or can't do one or more activities of daily living.

Partnership Policy – A type of policy that allows you to protect (keep) some of your assets if you apply for Medicaid after using your policy's benefits. Not all states have these policies.

Respite Care – Benefits payable for personal care, supervision, or other services to relieve a family member or other primary caregiver from caregiving duties.

Spend Down – A prerequisite that an individual use up most of his/her income and assets to meet Medicaid eligibility requirements.

Tax-Qualified LTCi Policy – A policy that conforms to certain standards in federal law and offers federal tax advantages.

Third Party Notification – A benefit that lets you name someone whom the carrier would notify if your coverage is about to end because the premium hasn't been paid. This can be a relative, friend, or professional such as a lawyer or accountant.

Waiver of Premium – Suspends premium payments while you are receiving benefits from the policy.

Phone Consultation Request Form

Contact me to schedule a no obligation phone consultation to discuss long term care insurance.

(Please Print)

Name _____

Email _____

Phone () _____

Please turn in this form to the presenter or email it to service@legacyltci.com. Or, you may complete the request form on our website.

We will send an email to schedule your appointment.
Check your junk/spam folder if it does not appear in your Inbox.

Legacy Services, Inc.
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