

10-Point Checklist | LONG TERM CARE INSURANCE



Planning for extended care is a key component of a comprehensive retirement plan. If long term care insurance is part of your plan, it pays to check these 10 items:

- The cost of care where you live, and where you plan to retire.** It's just as important not to buy less—or more—coverage than you need. *Visit www.ltc-associates.com for an interactive cost of care map.*
- Special member benefits.** Some organizations have negotiated discounts or simplified underwriting for their alumni, depositors, or members. *Be mindful: in some cases a non-discounted product may be less expensive. Ask us why.*
- Discounts for excellent health.** Premium allowances can save you up to 20%, good over the life of your policy. *As you age, such discounts become increasingly difficult to obtain.*
- The cost of waiting.** Premiums are based on your age at entry. The older you are, the higher your premiums. *Younger policyholders always pay less over time, and enjoy the benefit of peace of mind over many more years.*
- Core 4 benefits.** The Monthly Benefit, Benefit Multiplier, Elimination Period and Inflation Protection are the 4 main drivers of policy cost. *Consider each selection carefully and understand its purpose.*
- Home care and assisted living.** More desirable home care and assisted living typically run just 50% to 75% the rate of inpatient nursing facility care. *On the other hand, round-the-clock home care will cost substantially more than facility care. Tell us what's important to you?*
- Return of premium option.** If you're concerned about rate increases, this rider will return your premiums to your beneficiaries (less claims paid, or not). *Some built-in "non-forfeiture" benefits also provide similar protection at no additional cost.*
- Work with an LTC Specialist.** Many financial service professionals can offer LTCi, but only those who've made LTC Specialty their career know the details of the contract language, qualification process and competitive advantages. *Ask about Long Term Care certifications, industry recognitions, and special state partnership training.*
- Compare.** LTCA's Specialists are independent. We can access multiple carriers with bias toward none. *With premiums varying as much as 40% between carriers, it pays to work with an independent shopper.*



Claims Experience.

Claims are the single most important reason for choosing your carrier—and your agent. It takes years to become a great **Claims Advocate**.

There is no substitute for longevity. Ask if your agency has at least 30 years of claims advocacy experience.

**Need help completing your Checklist?
Call LTCA at 1.800.704.9233.**