

The Fundamentals of Long-Term Care

What is long-term care?




Long-term care is a range of services and supports you may need to help meet your personal care needs. Most long-term care needs do not relate to medical care aid, but rather assistance with the **Activities of Daily Living (ADL)** such as:

Bathing	Dressing	Caring for incontinence
Using the toilet	Transferring	Eating

A long-term care solution may help you cover the costs if you lose your ability to independently perform at least two activities of daily living for at least 90 days or require substantial supervision due to a severe cognitive impairment.

What are the costs?†

When planning for long-term care, it's important to consider the costs associated with the type of care you may want, which may vary based on the level of care offered, location and quality of the facility.

Long-term care services	National monthly average cost ¹
 Home care May be part or full time, depending on an individual's needs.	\$4,160
 Assisted living ^{*, 3} Designed to assist those with minimal needs and keep them as independent as possible.	\$4,730
 Skilled nursing home ⁴ Offers temporary or permanent services for those who need more medical-based care, such as a rehabilitation or help with respirators.	\$8,790

How do you protect against the cost of long-term care? Implement a hybrid long-term care funding solution.



Hybrid life/long-term care solutions are life insurance policies with an optional qualified long-term care insurance rider. Key advantages of these types of products include:

- If you do need care, you have a tax-efficient, dedicated funding source, designed to meet your needs.
- However, should you not need care, you're able to give your family a legacy through a death benefit.
- And, if you change your mind, you're able to get money back.²

What are the benefits of planning for long-term care?



Rest assured
knowing you have a strong, proactive plan customized for your needs



Deliver care coverage
and legacy protection



Prevent your family
from reactively guessing at your care preferences, or needing to become your caregiver



Safeguard your retirement
dollars from the rising costs of care⁵