



Long Term Care (LTC) Insurance

Provided through Insurance & Wellness in the Rockies, Inc.

Did you know

- Nursing homes cost on average **\$70,000 - \$75,000** per year in Colorado (2009)
- For every **one** person in the nursing home, there are **four** people cared for at home
- The average stay in a nursing home (excluding short stays) is **3 years**
- If you are married the risk is **70%** that one of you will need long-term care
- If you are single and live to age 65 the risk is **43%** you will need long-term care
- Between the ages of 35 and 65, **3 out of 10** will have a disability lasting 3 months or more

By planning ahead you can

- **Protect** your hard earned retirement savings
- **Preserve Assets** to pass on to your heirs
- **Protect the Quality of Life** that is important to you and your family
- **Ensure** you can afford to have the best care possible - when you need it

By purchasing long-term care insurance while you are employed you save thousands of dollars in premiums which would be lost by waiting until you retire. Why? Because **LTC insurance premiums are always based on the age you were when you originally purchased the policy.**

Here's how the dollars compare 45 Year Old Example

A 45 year old married person buys a 4 year LTC insurance plan with \$6,000 per month coverage and CPI compound inflation protection (assumed 4%)		Same person waits 20 years and buys a 4 year LTC insurance plan at age 65 - must buy a \$13,100 per month due to compound inflation (assumed 4%)	
Monthly Premium	\$ 123	Monthly Premium at least	\$ 535
Annual Premium	\$ 1,476	Annual Premium at least	\$ 6,420
Total Premiums Paid age 45 to 84	\$ 57,564	Total Premiums Paid age 65 to 84	\$ 121,980
Benefit value per month at age 84	\$ 27,708	Benefit Value per month at age 84	\$ 27,708
Total value 4 year plan at age 84	\$1,329,984	Total value 4 year plan at age 84	\$1,329,984
39 Year Premium Investment Recovered in	62 days	19 Year Premium Investment Recovered in	132 days

This is intended as an example only; actual dollars will vary based on your plan design and rates are subject to change.

Person could save \$64,416 in premium by buying a policy at age 45 instead of waiting until age 65

Remember – It's your health not your money that buys long term care insurance

You will never be younger – and you may never be healthier than you are right now.
Protect your financial security, preserve your assets and maintain your quality of life.
Request information today – see back side of this form

Compare the Risk:

- 1 in 240 odds of using your car insurance
- 1 in 1200 odds of making a claim for fire on your homeowners insurance
- 1 in 2 odds of needing long term care during your lifetime

Consider the cost at 5% compounding each year:

- \$72,000 p/year Nursing home cost in 2009 (\$200 per day)
- \$191,052 p/year Nursing home cost in 2029 (\$530 p/day in 20 years)
- \$482,820 p/year Nursing home cost in 2049 (\$1,341 p/day in 40 years)

**Nursing home costs have exceeded inflation and doubled over the past ten-year period.*

We recommend 5% compound inflation protection or 5% CPI inflation; both qualify for the Colorado Partnership Program.

The Policy Pays for:

- Care Advisory Services
- Home Health Care, Adult Day Care and Hospice Care
- Durable Medical Equipment, Home Modification, Medical Alert, Caregiver Training & Home Safety Checks
- Assisted Living Facilities, Alzheimer's Facilities and Nursing Homes

Discounts Apply:

- For Healthy Individuals with an excellent medical history
- Married Couples and Partners of five years or more (highest discounts apply when both purchase coverage)

Other Features:

- Survivorship Benefits; applies to couples owning policies for 10 years without claim, surviving person has paid-up policy after their partner or spouse dies. (Optional rider)
- Pays 60 days per year Bed Reservation (pays for bed if you leave the nursing home for a period of time and a 21 day per year Respite Care (pays for care to allow caregiver to have time off – respite)
- Other options include restoration of benefits and shared care benefits for couples

This voluntary program is available to the employee, retiree, spouse, parents, in-laws, grandparents, children or step-equivalents and domestic partners.

Contact: Insurance & Wellness in the Rockies
Fax Request: 970-384-1901
Call: 970-384-1900 or 800-613-4021
Website: www.ins-well.com **E-mail:** info@ins-well.com

Yes Contact me for a consultation regarding Long-Term Care Insurance.

No I am not interested in a consultation and waive my opportunity to apply for coverage at this time.

Employer: _____ Location: _____
Your Name: _____ Spouse's Name: _____
Your Age: _____ Spouse's Age: _____
Home Address: _____
City: _____ State: _____ Zip: _____
Any Current Health Concerns: _____
Day Phone: _____ Eve. Phone: _____
Best Time to Call _____ AM _____ PM _____ E-Mail: _____