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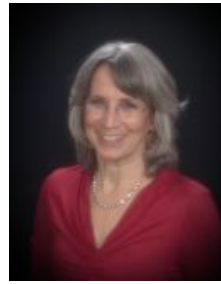
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A WOMAN'S GUIDE TO Long-Term Care Insurance Protection



LONG-TERM CARE PLANNING IS ESPECIALLY IMPORTANT FOR WOMEN

Whether you are married, living with a partner or living alone, long-term care planning is especially important for women. That's because women are far more likely to need long-term care than men. Women also provide the majority of care to spouses or family members.

Women live longer than men and are far more likely to reach their 80s, an age when long-term care is needed. Women who live into their 80s are highly likely to be living alone. Over half (55%) of men 85 or older are still married while less than 15% of women are still married at that age.

Today, 5.4 million Americans are living with Alzheimer's disease. Two-thirds are women and by 2050 as many as 16 million will have the disease. As a result of aging and Alzheimer's, the vast majority of those needing long-term care in nursing homes are women.

Costs for long-term care are generally not covered by standard health insurance. Government programs, such as Medicare, offer some coverage but only under restricted circumstances and for relatively short periods of time. Medicaid requires applicants to be indigent and no one knows what the future holds for these programs.

A good way to help guard your savings and assets from the costs of long-term care is with the protection of an affordable long-term care insurance policy. The benefits can allow you or a spouse to receive care in your own home. It can help ease the burden on your family and allow loved ones to care about you . . . not requiring them to care for you.



- A MOST IMPORTANT FACT FOR WOMEN LIVING ALONE
- THE BEST AGES TO START PLANNING
- TAX DEDUCTIONS FOR SELF-EMPLOYED / BUSINESS OWNER

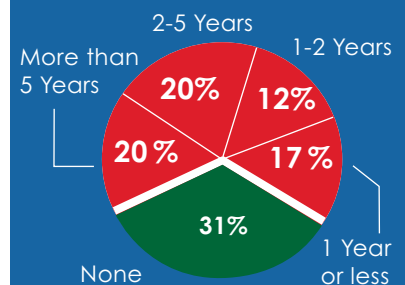
WHAT'S YOUR PLAN For Living A Long Life?

Remaining Life Expectancy

	Men	Women
At Age 65	17.2	19.9 years
At Age 75	10.6	12.5
At Age 85	5.3	6.7

Over 85% of women age 85+ will be living alone.

ESTIMATED YEARS OF LONG-TERM CARE NEEDED AFTER AGE 65



Over 1 million women are in nursing homes, versus only 400,000 men.

IMPORTANT FACTS FOR WOMEN

Women benefit substantially more from having long-term care insurance. Two-thirds of long-term care insurance claims benefits paid are for care received by women. Some 41% of benefits are paid for care received by single women and 25% for married women.

According to the American Association for Long-Term Care Insurance (AALTCI), the vast majority (49%) of new claims paid are for care received at home while 24% of new benefits paid cover assisted living. The balance (27%) is for skilled nursing home care.

Long-term care planning is especially important for women living alone – as well as those who worry they might be in the years to come. While women are far more likely to receive benefits from owning long-term care insurance, insurance costs for women and men are equal. This is changing in 2013 ... an important reason women on their own should act sooner rather than later.

Most Frequent Reasons Women Receive LTC Insurance Benefits¹

Dementia	Cancer
Fractures	Stroke
Osteoarthritis	COPD
Congestive Heart Failure	
Spinal Stenosis	
Hip Fracture	
Hip Replacement	
Parkinson's	
Knee Replacement	



Chances are I'll be there to care for my husband. But who'll be there for me?

THE BEST AGE TO START PLANNING

By reading this guide you've taken an important step in planning. Your next step should be requesting costs for protection. Because costs are based on your age when you apply for coverage, you'll pay less if you apply in your 50s than in your 60s.

But the reason to start as early as possible has more to do with your health than with costs. Insurers require that applicants "health qualify". According to AALTCI almost one in five (17%) of applicants between 50-and-59 years old were declined compared to 24 percent for ages 60-to-69 and 45 percent for ages 70-to-79. Starting early is a smart move.

Percentage Of Applicants Declined Coverage¹

Below Age 50	11 %
Ages 50 - 59	17 %
Ages 60 - 69	24 %
Ages 70 - 79	45 %
Age 80 and over	71 %

A current health condition may not prevent you from obtaining this coverage. You may even qualify if you've been 'condition free' for a period of time. But, just as costs for long-term care insurance can vary, so can acceptable health conditions. That's a reason to work with a knowledgeable professional experienced in this field.

A TAX DEDUCTION FOR THOSE WHO PLAN

Recognizing that government cannot pay the growing cost for long-term care, federal and a growing number of state tax codes now offer tax incentives to encourage Americans to take personal responsibility for their future long-term care needs.

Individual taxpayers who itemize their federal tax deductions can treat premiums paid for tax-qualified long-term care insurance as a personal medical expense. The IRS establishes yearly limits based on your attained age and these amounts are subject to the same threshold that applies to all medical expenses.

Self-employed individuals and business owners can take advantage of special rules that can make 100% of the cost tax deductible. Speak with a knowledgeable tax advisor or long-term care insurance specialist to learn more.



We wanted our kids to care about us, not have to care for us.



I value my independence and I'm not willing to lose it if I need care.

¹Source: American Association for Long-Term Care Insurance, 2011 Sourcebook

**Thank you for taking the time to read this guide.
Why not take the next step and
contact me now for no-obligation costs for
long-term care insurance?**

