



# The LTCi Planning Process



BuddyIns

# Our Goal

The decision to create a long term care plan is important for you and your family. **Our goal is to educate consumers about the need for a sound plan.** Below are important things to consider when it comes to planning.

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## Let's Talk About Long Term Care Planning



### Costs

Current costs vs. future costs



### Risks

Will you need long term care?



### Impacts

Financial, mental, physical, family



### Planning

Your needs and funding options

# Understand the Cost of Care

The cost of long-term care continues to rise and there are several reasons why that is not expected to slow down anytime soon:

- A large population of aging baby boomers needing care
- Long term impacts of COVID
- Shortage of qualified home health care workers
- Wage increases for professional care providers

According to the Genworth Cost of Care Survey, at right are the current median monthly cost estimates and projected costs after 25 years. Keep in mind that costs vary widely by state and even city.

The Cost of Long Term Care		
Care Type	Monthly Cost	Projected Cost in 25 Years*
Assisted living facility, private, one bedroom	\$4,500	\$15,000
Adult Day Health Care	\$1,690	\$5,700
Home Health Aide Services	\$5,148 <sup>^</sup>	\$16,600
Homemaker Services	\$4,957	\$16,000
Nursing Home Care (semi-private)	\$7,908	\$26,700
Nursing Home Care (private)	\$9,034	\$30,500

\*Projected monthly cost in 25 years based on 5% inflation  
<sup>^</sup> 6 hours per day

Note: These numbers do not reflect upscale assisted living and nursing facilities.

For more information on costs and how care is funded, read [The Cost of Care in 2022](#).



## The Risk of Needing Care

Okay, now you know the potential costs, but what are the odds you will ever need long term care? A recent study reports that a healthy 65-year-old male/female couple has a 44% chance (male) and 56% chance (female) of needing some form of long-term care if they live to their projected life expectancy.



More than 800,000 Americans reside in assisted living facilities, and this number is only expected to grow.



The average adult age 65 and older receives long-term care services of some kind for approximately three years.

# Impact on Loved Ones

The direct cost associated with long-term care isn't the only consideration. It is also about the human cost on loved ones:



Lost wages



Managing stress



Leaving the workforce, even though their income is needed for household expenses



Job insecurity due to working caregivers having to take off or go to work late or leave early

This is likely not a scenario you would want to put your family through. Now, let's talk about how you can plan for an extended care event and what the long term care insurance process looks like.





# The Best Time to Plan is Now

Leaving your care to chance means that you may not have control over the type of care you receive or where you receive that care. For an explanation of long term care, read [What is Long Term Care?](#)

If you are considering long term care insurance versus self-funding your care, it's important to understand the value comparison. A long term care specialist can provide examples of these value comparisons. With long term care insurance, pooling the risk provides a greater benefit per dollar than self-funding because the risk is shared with the carrier. Self-funding means you are absorbing all the cost of care although you retain control over all the funds.

The best time to plan for a long term care event is right now. There are many different strategies that can help you pay for some or all your future extended care needs.

You'll want to discuss your situation with a long term care insurance specialist. In this process your specialist will gather important information regarding:

- > Your health
- > Care wishes and concerns
- > Financial wellbeing

This is where your specialist gets to know you better and it is the beginning of your new long term care plan. The best plan is the one that you can comfortably maintain, and that will be different for everyone.



# LTCi Step-by-Step

Complete the form as directed by your specialist. Watch for a welcome email. Using the link in your welcome email, book an appointment with your assigned specialist.



Meet with  
Your LTC  
Specialist



Step 1

Your LTC specialist  
will shop the market  
and make plan  
recommendations



Step 2

Choose a plan that  
best fits your  
needs and budget



Step 3

Apply for  
coverage



# LTCi Step-by-Step



Step 4

The underwriting process is generally a phone health interview



Step 5

The insurance company will review medical records and prescriptions



Step 6

The underwriting process may take several weeks before a decision is made



Step 7

Accept and begin paying for your policy



Get Approved for Coverage



# Start **planning today!**



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