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# Family Benefits OF Long Term Care Insurance

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## 1 FINANCIAL RISK IS TRANSFERRED

- An insurer shoulders the family's potential financial burden.
- The entire risk does not need to be covered, just the proportion a family could not afford to pay.



## 2 PEACE OF MIND IS CREATED



- Loved ones who have created and communicated a plan for their future have also created peace of mind within the family.
- A long term care policy can FUND the plan for the future.

## 3 PERMISSION IS GIVEN

- Communicates to a family that the insured WANTS caregivers to be hired, giving "permission" to bring in outside help brings additional peace of mind
- Avoids debate about using retirement or inheritance monies for long term care



## 4 SUPERVISION IS ALLOWED

- Family members can supervise and oversee care; they don't need to be full time caregivers.



## 5 EXTRA HELP IS PROVIDED

Long term care insurance comes with an additional benefit: dedicated professional care managers whose job it is to help the family find and hire caregiving resources, and file and coordinate claims for payment.



## 6 ALTERNATIVE SOLUTIONS ARE AVAILABLE

For those concerned about paying premiums and never needing long term care, combination plans provide for EITHER cash refunds, long term care benefits OR death benefit. There will ALWAYS be a contractual payment to a beneficiary—the "Swiss Army Knife" approach.



## 7 INVESTMENTS CONTINUE TO GROW

- No worries about the lost income or tax consequences that would be incurred if investments needed to be divested
- No concerns about putting a spouse or dependents in danger of losing their income or forcing changes to their lifestyle



## 8 FUNDS ARE AVAILABLE



- No one has a crystal ball—long term care insurance is there when it's needed
- Funds for care are not affected by market downturns or "rocky" financial times

## 9 LOVED ONES CAN STAY HOME

- Hiring caregivers reduces the burden on primary caregivers and other family members
- Reduces the potential necessity of having to move a loved one to a facility
- Allows family members to continue THEIR lives, while having their loved on at home



## 10 NEW EXPENSES ARE COVERED

Long Term Care expenses are ALWAYS new to a family's budget, are in ADDITION to normal recurring expenses (especially if there is a spouse or dependents), and are frequently accompanied by increased health care expenses as well.