

“DON'T GO BROKE IN A NURSING HOME”

Disclaimer: This is not an offer to purchase Long Term Care Insurance. We are thinking outside the box to discover how you may have the coverage you need without losing control of your assets.

What are the Odds That You or Your Spouse May Need Long-Term Care?

- The actual risk of the U.S. general population (over the age of 65) for needing long-term care, either nursing home or home care, is **70%** ¹
- **40%** of people receiving long-term care are working-age adults, ages 18-64, due to accidents, strokes, brain injuries, etc.²
- Because women generally outlive men by several years, over two-thirds (67.5%) of LTC insurance claims are paid to women.³
- **One in five** Americans over age 50 is at risk of needing long-term care services during the next 12 months.⁴

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Source: 1. U.S. Dept. of Health and Human Services, National Clearinghouse for LTC Information, www.LongTermCare.gov,

September 2008. 2. National Clearinghouse for Long-Term Care Information, October 2008.

3. American Association for LTCL, 2010 LTCL Sourcebook.

4. "Long-Term Care Awareness Survey; Harvard School of Public Health and Louis Harris & Associates," January 6, 1996, P. 2.

Did you know that you may NOW BE ELIGIBLE to protect your assets under Federal law and use Tax-Free dollars to pay for Long Term Care expenses, without having to “spend down” all of your personal assets

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What is the REAL Risk?

Stroke:

Each year 600,000 people suffer a stroke.
Every 45 seconds someone has a stroke in the U.S.*

Parkinson's Disease:

Approximately 1 million Americans are diagnosed each year.***

Alzheimer's Disease:

1 in 9 people age 65 and older have Alzheimer's.
33% of people age 85 and older have Alzheimer's.**

Osteoporosis:

In the U.S over 40 million people have osteoporosis or are at high risk.****

*<http://stroke.about.com/od/strokestatistics/a/StrokeStats.htm>.

**http://www.alz.org/documents_custom/2013_facts_figures_fact_sheet.pdf

*** <http://www.parkinson.org/parkinson-s-disease.aspx>

****http://www.niams.nih.gov/Health_Info/Bone/Osteoporosis/osteoporosis_ho

h.asp. If you are unable to access these URLs, please call (800)800-6004 to request a copy.

You will discover...

- Ways you may pay for long term care using “tax-free” dollars under the Pension Protection Act.
- Discover ways the funds in your IRA may be used to pay for long-term care expenses.
- Hear about ways to avoid common mistakes when considering long term care costs.
- If you currently own an annuity, explore ways through the Pension Protection Act you may be eligible to withdraw tax-free dollars to pay for home care, assisted living or nursing home care.

As an example, you have Bob, age 70, recently widowed. Bob has been turned down for regular long-term care insurance because he has diabetes and other health problems. Bob's children do not want him to ever go to a nursing home. When we asked Bob the question “If you got sick tomorrow where would you want to get your care?” He said at home. We now know that is going to cost between \$8,000 to \$10,000 per month for full time at home care.

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We then asked, “which asset would you like to liquidate first?”
 You know what he said? “I bought that annuity way back when, I wish I

Bob (age 70)

Annuity Example

- Recently widowed
- Adult children live out-of-town
- Cares deeply about remaining in his own home
- Health concerns – controlled diabetes w/history of heart disease (turned down by traditional LTC insurance companies)

never would have bought it.”
 So we said “Okay, if there is a better way to use that would you want to know about it?”

Bob’s answer was “Yes.”

Bob’s assets looked like this.

Cash from recent sale of his family business	\$300,000
Checking account	\$ 37,000
Fixed Annuity	\$200,000

Bob’s Strategy

\$8,300/month benefit are paid Tax-Free for:

- ✓ Home Health Care
- ✓ Assisted Living
- ✓ Skilled Care

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The solution:

We transferred Bob’s annuity, \$200,000 with a tax-free transfer to a new annuity. With the new annuity we are now able to provide a \$1,100,000 account that Bob can use for care where ever it best suits him. And every penny will be distributed tax free.

This is probably the most interesting approach. If somebody owns IRA/401K money, and you are married, you can actually use some of your IRA/401K money and create a long-term care plan with your IRA/401K. You can cover either yourself or include your spouse.

Patty (age 63) & Tim (age 68)

IRA Example



\$700,000	\$37,000	\$20,000
IRA	Checking/CD's	Stocks & Bonds

- Patty is frightened by the idea of going in to a Nursing Home
- Tim is not a fan of traditional Long-Term Care
- Would like to leave an inheritance to children

In this example, Tim had quite a bit in his IRA and not a lot in the other areas. What Tim wanted to do was to make sure that if he or his wife got sick they would never have an issue paying for long term care and they would receive \$8,600 per month to pay for home care, assisted living or skilled care. We are always making sure we can cover home care.

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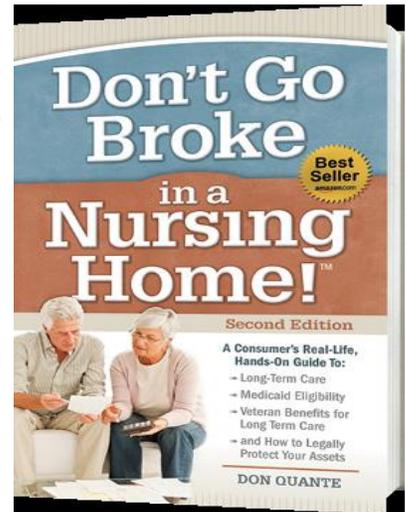


In this case, he had an IRA and simply transferred it to a new custodian. And, again, if he changes his mind there is the 100% liquidity. You are taking advantage of leverage with your retirement account.

If you have a stroke, are diagnosed with Parkinson's, Alzheimer's or dementia, where do you want to get your care and how do you want to pay for it?

To receive your copy of Don Quante's book simply call my office 309-291-0712 and I will get a copy to you. Or go to:

www.maximizeyourretirement.org/lifeguard



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