

CONNECTING YOU TO  
WHAT MATTERS MOST

*Your* **family**  
*Your* **home**  
*Your* **nest egg**



## CONNECTING YOU TO WHAT MATTERS MOST

If you need help someday, what's your greatest concern?

- Ensuring you won't have to rely on your family?
- Staying in your home as long as possible?
- Protecting your retirement nest egg?

CONNECTING YOU TO  
WHAT MATTERS MOST

The need for long-term care has the potential to derail your plans and impact your connection to the things that matter most:

*Your* **family**

*Your* **home**

*Your* **nest egg**

CONNECTING YOU TO  
WHAT MATTERS MOST

## *Your* family

The need for long-term care may impact the connection you have with your family when a spouse or child takes on the role of caregiver.



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## *Your* home

The need for long-term care may loosen the connection you have to your home when you no longer can manage there by yourself.



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## *Your* nest egg

The need for long-term care may weaken the connection to your nest egg when the assets you worked a lifetime to accumulate must be used to pay for long-term care services.





# What is it?

A variety of services for people who are unable to care for themselves due to:

- Accident
- Disability
- Prolonged Illness
- Aging

## Who Needs it?

No one knows what the future holds in store.

- As people age, they may need help with things they once were able to do for themselves
- Accidents and injuries mean younger people need long-term care services, too





## Where are Services Provided?

Long-term care doesn't mean you have to go to a nursing home. Services are available in a variety of settings:

- Home
- Community
- Assisted Living Facility
- Nursing Home

# LONG-TERM CARE

## What Does it Cost?

|                                      |  |                                   |
|--------------------------------------|--|-----------------------------------|
| Home Health Care<br>Home Health Aide | Assisted Living Facility<br>One-Bedroom Unit | Nursing Home<br>Semi-Private Room |
| \$36,864 per year                    | \$38,011 per year                            | \$79,546 per year                 |

Source: Mutual of Omaha's Cost-of-Care Survey, conducted by Univita, [2012]  
Amounts shown are national averages. Costs may vary by state.

## How Will You Pay?

You could use your savings, but...

- Funds may not be available when you need them
- You may have to sell valued assets
- Liquidating assets may trigger income taxes and result in the loss of future earnings

## How Will You Pay?

You could rely on Medicaid, but...

- It's a program of last resort for people with limited assets
- You may have to spend down your assets to qualify
- The state may seek reimbursement from your estate for benefits paid to you

## How Will You Pay?

You could purchase a long-term care insurance policy, and...

- Supplement your out-of-pocket expenses with policy benefits to help pay your long-term care expenses
- Protect a portion of your assets so you can use them as planned
- Stay connected to the things that matter most



## LONG-TERM CARE INSURANCE

### What is it?

Long-term care insurance helps you pay for the long-term care services you need by providing benefits to cover a portion of the cost.





# Helps You Manage Financial Risk

A long-term care insurance policy is not unlike using other types of insurance to help you manage your financial risk.

- Homeowners' insurance pays a portion of the cost for rebuilding in the event of a fire
- Automobile insurance pays a portion of the cost to repair your car in the event of an accident
- Health insurance pays a portion of the cost for your medical care

# Why it's Important

A long-term care insurance policy may be an important component of your overall plan for retirement.

- Pays a portion of your long-term care expenses
- Helps protect your retirement assets
- Allows you to spend your retirement the way you planned

## How it Works

A long-term care insurance policy pays benefits when a licensed health care professional certifies:

- You are unable to perform at least two of the activities of daily living (eating, bathing, dressing, continence, transferring, toileting)
- Or you need continual supervision due to a severe cognitive impairment

# Covered Services

A long-term care insurance policy provides benefits for services in the setting that's right for you:

- Your home
- Adult day care
- Assisted living facility
- Nursing home



# Stay-at-Home Benefits

A long-term care insurance policy also provides benefits for services designed to help you stay at home as long as possible, including:

- Help with household tasks, like cleaning and meal preparation
- Help with personal tasks, like bathing and dressing
- Services provided by a visiting nurse or home health aide
- Special equipment, like a walker, wheelchair or respirator
- Home modifications to enhance your ability to remain safely in your home

# Your Choice of Benefits

You have the option to choose how to receive policy benefits:

- Cash
  - No elimination period to satisfy; available beginning on the first day of qualified need
  - Can be used to pay any cost associated with your long-term care expenses
  - Equal to a percentage of the policy's home health care benefit, up to a specified amount each month
- Reimbursement
  - Benefits begin after you satisfy the policy's elimination period
  - Reimburses you for actual covered expenses you incur each month, up to the maximum monthly benefit of your policy



# The Cost of Waiting

No one knows when the need for long-term care services will arise. It may be smart to buy a policy when you're young and in good health.

- The cost is based on your age, so it may never be more affordable
- A change in your health may leave you unable to purchase a policy at any price

# Finding a Policy that's Right for You

Long-term care insurance policies offer a variety of optional benefits that allow you to customize a policy to meet your needs. I can help you:

- Assess your situation
- Understand your options
- Select a policy that's right for you

## LONG-TERM CARE INSURANCE

# Keeping You Connected to *Your* family

Long-term care insurance doesn't replace care provided by family members. Instead, it may allow you to supplement the help you receive from your family with professional caregiving services.



LONG-TERM CARE INSURANCE

# Keeping You Connected to *Your* home

Long-term care insurance may help keep you out of a nursing home by allowing you to get the care you need in the comfort of your own home.



LONG-TERM CARE INSURANCE

# Keeping You Connected to *Your* nest egg

Long-term care insurance may help you protect your retirement assets from being depleted by supplementing your out-of-pocket costs for long-term care services.



## Let's Talk

Together, we can tailor a long-term care insurance policy to meet your needs.

[Agent/Producer Name]

[Agent/Producer License number]

[Phone]

[Email Address]



## LONG-TERM CARE INSURANCE

# Questions?

Long-term care insurance is underwritten by Mutual of Omaha Insurance Company, Mutual of Omaha Plaza, Omaha, NE 68175, 800-775-6000. Policy form: ICC13-LTC13. This policy has exclusions, limitations, reductions and terms under which the policy may be continued in force or discontinued. For costs and complete details of coverage, call your agent/producer or write to the company.

**This is a solicitation of insurance.** An insurance agent/producer may contact you by telephone to provide additional information.