



Financing Options

Long-Term Care/Longevity Planning

QUESTION

If you had a need for long-term care (LTC) tomorrow, how would you pay for it?
Which asset are you going to liquidate first, and second, and so on?

GOAL

Finance a potential LTC need in the most cost-efficient manner.
Facts and circumstances are different for each individual.

OPTIONS

- Self-insure
- Traditional LTC policies
- Linked benefit
- Life with rider (LTC/CI)

*Risk management—you retain part of the risk and transfer part of the risk.
Who's going to manage your care?*

CONSIDERATIONS

- Tax advantages
- Plan design—"pool of money"
- Supplemental concept
- Medically underwritten
- Reimbursement vs. Indemnity

ADVANTAGE/DISADVANTAGE

Traditional:

- Plan design flexibility
- Partnership eligibility
- Tax deductibility

Linked Benefit:

- "Limited" premium payment flexibility
- Guaranteed benefits
- Guaranteed return of premium+
- Death benefit if no, or limited, LTC needed

Life with Rider (LTC/CI):

- Premium payment flexibility
- Guaranteed benefits possible
- Death benefit can be used for your own health care needs

Does leveraging your dollars make sense?

All guarantees subject to the claims paying ability of the issuing insurance company. All optional benefits such as riders and bonuses are available for an additional cost. The guarantees associated with optional benefits are backed/subject to the claims-paying ability of the issuing insurance company. It is important to weigh the costs against the benefits when adding such options to an insurance contract.

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