



HOW TO GET FINANCIAL RELIEF FROM LONG-TERM CARE

Don't lose your life savings to
the nursing home.

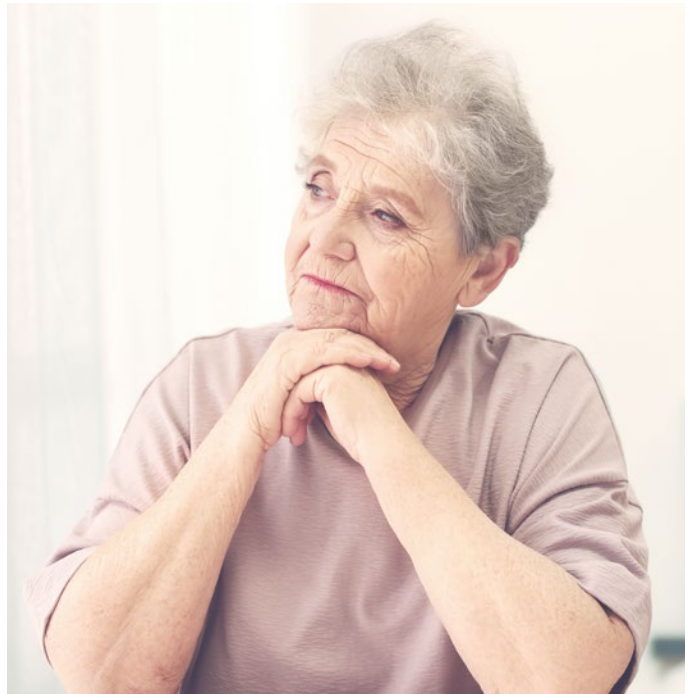


SENIOR CARE
COUNSEL

Dear Reader,

Navigating long-term care can be stressful and confusing. You might be worried about whether your loved one needs professional care, or you might already be dealing with high monthly care bills that are quickly draining their savings.

At Senior Care Counsel, we're here to help. We aim to ease your stress, address your concerns, and guide you towards financial relief. Our resources delve into the long-term care planning process and provide strategies to navigate your situation with care and confidence.



Most importantly, we'll connect you with a dedicated long-term care planning professional who can develop a personalized plan to get your loved one the benefits they deserve.

With life expectancy on the rise and more seniors needing long-term care, we offer insightful education, valuable connections, and effective solutions to help you and your loved one age with dignity.

Sincerely,



**The Senior Care
Counsel Team**





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ABOUT SENIOR CARE COUNSEL

Who We Are

At Senior Care Counsel, we are devoted to helping seniors and their families find financial relief from long-term care expenses, even if they're already in a nursing home. After all, we believe everyone deserves to age with dignity and leave a legacy for their loved ones. In addition to providing educational resources, we will connect you with a long-term care planning professional who can develop a personalized plan to preserve their savings for their spouse or future generations.

We are a subsidiary of Krause Group, a company focused on educating and assisting legal and financial professionals with long-term care planning. With over 30 years of experience working with professionals across the country and providing meaningful solutions for their clients, we have helped thousands of seniors achieve relief from the financial burden of long-term care.

Our Mission

We help seniors and their loved ones achieve financial relief from long-term care by connecting them with the right resources and guidance for their situation.

A qualified professional is an essential partner for you to have as you plan for long-term care.

THE REALITIES OF AGING

As the Baby Boomer generation grows older and life expectancy increases, the need for long-term care is greater now than ever before. With enhanced longevity comes a higher likelihood of needing professional care during your senior years. Unfortunately, many are unprepared for the high costs associated with long-term care. With the average nursing home bill running over \$100,000 per year, many risk depleting their life savings in just a few short years.

Although everyone wants to assume it will never happen to them, the reality is over 50% of people turning 65 will require long-term care at some point. Are you prepared?

50%

Over 50% of individuals turning 65 today are expected to require long-term care.¹

54%

By 2029, 54% of seniors will not have enough financial resources to pay for long-term care.²

2.8 YRS

The average projected length of a long-term care event is 2.8 years.¹

¹U.S. Department of Health and Human Services; ²Health Affairs

It's not too late to protect your nest egg.

The good news is, even if your loved one is already in a nursing home, they can still preserve what they have left. After all, everyone deserves to age with dignity and leave a legacy.

WHAT IS LONG-TERM CARE?

Beyond medical care alone, long-term care includes assistance with common activities of daily living (ADLs). The reality is, as you age, chances are you'll become more dependent on others and unable to complete regular tasks on your own. Whether due to aging naturally or being diagnosed with diseases that cause cognitive or physical impairment, you will likely require some level of care.



Long-Term Care Facilities

Long-term care encompasses multiple different settings with varying levels of supervision and care. [Learn more on page 7.](#)

Activities of Daily Living

- Eating independently
- Bathing and personal hygiene
- Getting dressed
- Going to the bathroom
- Getting in and out of bed
- Maintaining continence

Long-Term Care Services

- In-home non-medical care
- In-home nursing care
- Senior group homes
- Assisted living facilities
- Skilled nursing facilities
- Memory care facilities
- Nursing homes
- Hospice care

The Risk of Delaying Care

Giving up independence may be difficult, but avoiding care can be detrimental to your health and well-being. Plus, it can actually end up being more expensive in the long run. By delaying care and not seeking the proper help when you need it, you risk hurting yourself more and requiring a higher level of care. The same goes for your loved ones.

Don't be afraid to have this difficult discussion. The best thing you can do for yourself and your loved ones is to take action now and work with a qualified long-term care planning professional. Take control, know your options, and discover the right solution for your situation.

Myth: My spouse or children will be able to care for me as I grow older.

Although your loved ones may want to help care for you in your senior years, real-life factors often get in the way. For example, what if your spouse also needs care? Or, what if your adult children are too busy working and supporting a family of their own? The reality is that family caregivers can only do so much. It's important to have these conversations with your loved ones.



47%

Believe they will
receive care from their
spouses in old age³

26%

Believe they will
receive care from
their children³

³2017 Statista Care & Support Survey

PAYING FOR LONG-TERM CARE



HOME HEALTH CARE

Average Cost:
\$6,292/mo⁴

Services Provided:

Assistance with certain activities, such as eating, bathing, and dressing, for a certain number of hours per week

Most Common for:

Those residing at home who need more advanced assistance than a family caregiver can provide

Medicaid Coverage:

Coverage varies by state



ASSISTED LIVING FACILITY

Average Cost:
\$5,350/mo⁴

Services Provided:

Long-term care and assistance with activities, such as eating, bathing, and dressing, in a residential facility

Most Common for:

Those who can no longer live safely on their own but want to maintain some independence

Medicaid Coverage:

Coverage varies by state



NURSING HOME

Average Cost:

\$8,669/mo⁴

(semi-private room)

\$9,733/mo⁴

(private room)

Services Provided:

24-hour care and assistance with most or all activities of daily living, which may also include rehabilitative services

Most Common for:

Those who require hands-on care and a high level of support at all times

Medicaid Coverage:

Covered

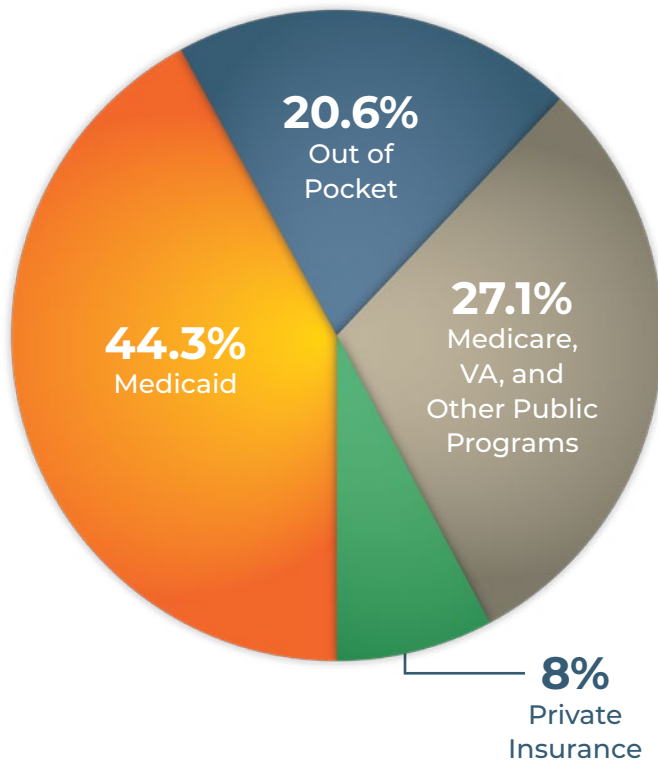


**You don't have to lose
your life savings paying
the monthly bill.**

Let us help.

⁴Genworth Cost of Care Survey, December 2023

Who Pays for Long-Term Care?



Source: CRS analysis of National Health Expenditure Account (NHEA) data obtained from the Centers for Medicare & Medicaid Services, Office of the Actuary, prepared December 2021

Medicaid – 44.3%

Medicaid is the largest payer of long-term care in the U.S. However, in order to qualify for financial assistance, you must meet certain requirements.

Out of Pocket – 20.6%

Paying for care out of pocket may be feasible for wealthy individuals, but most seniors will deplete their life savings within one year of entering a nursing home.

Medicare, VA, and Other Public Programs – 27.1%

Other public programs may cover a portion of long-term care costs but only in specific situations and only for qualified individuals.

Private Insurance – 8%

Long-term care insurance provides benefits in the event of a care need, but you must be relatively young and healthy to qualify for a policy.

Are you under the assumption that you must spend your entire life savings before you can qualify for financial assistance?

That simply isn't true.

MEDICAID PLANNING

What Is Medicaid Planning?

Medicaid planning involves legally rearranging your money in order to protect it while also qualifying for financial assistance. This type of planning takes place when your loved one is already in a nursing home and risks depleting their life savings paying the high monthly bill.

After all, everyone deserves to leave a legacy.

You don't have to lose your life savings paying the nursing home.

**With Medicaid planning, you can
achieve financial relief from the high monthly bill.**





Why Medicaid Planning?

Medicaid planning allows you to preserve your nest egg and escape the financial devastation of long-term care. Unfortunately, many people believe they will never require long-term care and, therefore, fail to plan ahead. Some also believe Medicare will cover the cost of a nursing home. In reality, Medicare only provides coverage in certain situations, and these benefits expire after just 100 days.

That's where Medicaid comes in.

How It Works

- 1 Your loved one moves into a nursing home.
- 2 You see the monthly bill and worry about quickly spending everything they have left.
- 3 You work with us to get connected with a long-term care planning professional.
- 4 They help you develop a plan suited for your specific situation.
- 5 Your loved one preserves their nest egg and you achieve peace of mind.

Myth. If I'm already in a facility, it's too late to protect my assets.

While planning ahead for long-term care allows for more flexibility, it's never too late to protect what you have left. Medicaid planning allows you to qualify for financial assistance while preserving your life savings.

AN INTRODUCTION TO MEDICAID

What Is Medicaid?

Medicaid is a federal and state program that provides healthcare coverage for a variety of individuals and families with limited income and resources, including the elderly, blind, and disabled. In fact, Medicaid pays for over 40% of long-term care costs in the United States.

What Does Medicaid Cover?

In the context of long-term care, Medicaid covers the entire cost of care, including room, board, pharmacy, and incidentals, minus a small co-pay in some cases.

Non-Financial Rules

To meet the non-financial requirements for long-term care Medicaid, you must be:

- A U.S. citizen or qualified non-citizen
- Age 65 or older, blind, or disabled
- Residing in a Medicaid-approved facility

Financial Rules

Income

In most states, the Medicaid recipient's income must be less than the cost of the nursing home. Since the monthly bill is typically \$9,000 or more, most seniors easily meet this requirement. For married couples, the healthy spouse has no limit on their income.

Assets

In most states, the Medicaid recipient can keep \$2,000. For married couples, the healthy spouse is able to keep a much larger amount. This limit varies greatly by state but can exceed \$100,000 in many cases.



With these strict rules, how will I qualify for Medicaid?

Although you may believe the only way to qualify for Medicaid is by first exhausting your entire life savings, that's simply not true. The reality is you can legally preserve your money while also qualifying for financial assistance. However, it's important that you have the right guidance from a long-term care planning professional who can develop a plan that works for your specific circumstances.



Myth: The Medicaid applicant's spouse must pay for their care.

Many people believe that if a Medicaid recipient is married, the spouse at home must pay for their spouse's care. However, this simply isn't true. In fact, it's the opposite. If the spouse at home has a low enough monthly income, they'll actually receive some of the ill spouse's income. This is part of Medicaid's rules that ensure the healthy spouse is not left destitute when the Medicaid recipient begins receiving financial assistance.

Exempt vs. Countable Assets

Medicaid separates an individual's monetary belongings between exempt and countable. While countable resources count toward the asset limitations, exempt assets do not. Here are some of the most common countable and exempt resources.

Countable Assets

- Cash and bank accounts
- Investments, stocks, and bonds
- Additional homes, vehicles, and land
- Most annuities
- Life insurance policies exceeding \$1,500 (in most states)



Exempt Assets

- Your home
- One vehicle
- Personal property and household items
- Funeral expense trusts of \$15,000 or less (in most states)
- Life insurance policies below \$1,500 (in most states)

What About Retirement Accounts?

In most states, retirement accounts are considered countable for Medicaid purposes. However, some states exempt retirement accounts owned by the healthy spouse or either spouse. The long-term care planning professional you work with will be able to advise you based on how these accounts are handled in your state.

Giving Money Away

Although you may be tempted to give away your money or belongings to meet Medicaid's strict qualifications, doing so can delay your eligibility. In addition to the income and asset limitations, Medicaid has rules preventing applicants from simply giving away cash or possessions in order to qualify. That's why it's important to work with someone who understands the rules and regulations of the Medicaid program.

Even if you or your loved one have a small amount of savings left to protect, Medicaid planning can help you age with dignity and escape the financial devastation of long-term care.

How to Qualify for Medicaid

In most cases, it's Medicaid's asset limitation that prevents applicants from qualifying for financial assistance. Therefore, it comes as no surprise that many believe they have to lose their entire life savings in order to be eligible. Fortunately, there are steps you can take to qualify while preserving your assets in the process.

If your loved one is in a nursing home or about to enter one, it's not too late to get the help you deserve.



To get started, visit
seniorcarecounsel.com



PLANNING GONE WRONG

What Happens When You Try to Do It Yourself?

Although you might be tempted to plan for your loved one's care all by yourself, doing so can lead you to fall into some dangerous traps. You might be thinking, "What could go wrong?" Let's take a look.



**Meet Sue and
her daughter, Rachel.**

Sue's health has been deteriorating for a few years. Up until now, Rachel has been able to handle caring for her mother at home, but it's getting to be too much. Rachel knows how expensive the nursing home bill can be, so she researches the financial limitations of qualifying for Medicaid. In order to meet these requirements, Rachel transfers her mother's checking and savings accounts, IRA, and a few other accounts to her and her siblings.

Unfortunately, when she went to apply for Medicaid for her mother, she was denied. Rachel didn't realize that Medicaid has rules against transferring money and making gifts. Now, Sue won't be able to receive financial assistance for about a year, forcing Rachel and her siblings to cover the nursing home bill in the meantime.



What if Rachel had worked with a qualified professional? If Rachel had consulted with a long-term care planning professional, they would have known about Medicaid's rules regarding gifts and other crucial Medicaid requirements. Instead of transferring all of Sue's money, the professional would have been able to develop a plan that allowed Rachel to preserve her mother's savings while also qualifying her for financial assistance.

Why do I need a professional to help me qualify for Medicaid?

In addition to qualifying for benefits, the Medicaid planning process also involves rearranging your money and accounts in order to preserve them. A qualified professional can help you take care of this in a way that works best for your situation and reduces the risk of a Medicaid denial.



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