

The Fundamentals of Long-Term Care

What is long-term care?

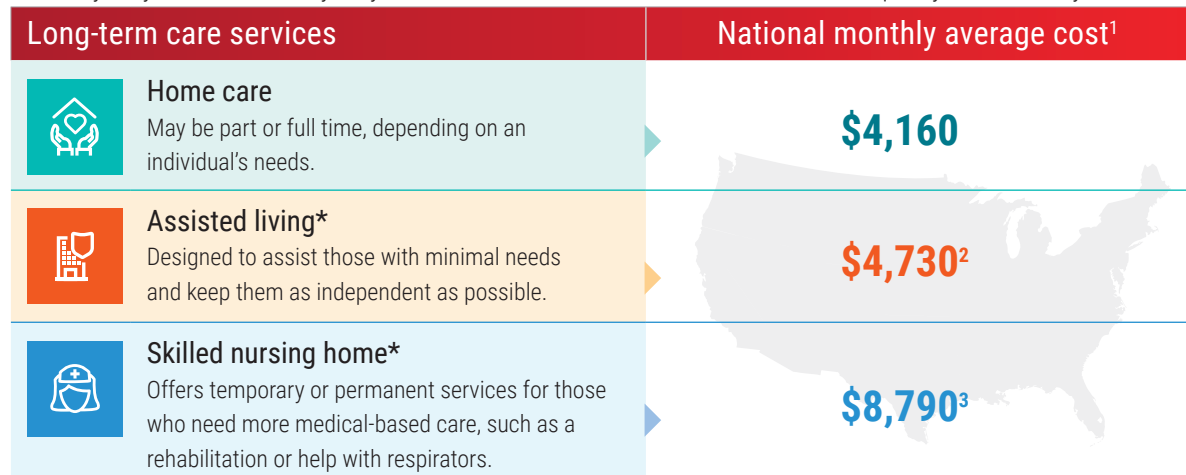
Long-term care is a range of services and supports your clients may need to help them meet their personal care needs. Most long-term care needs do not relate to medical care aid, but rather assistance with the **Activities of Daily Living (ADL), such as:**

Bathing	Dressing	Caring for incontinence
Using the toilet	Transferring	Eating

A long-term care solution may help your clients cover the costs if they lose their ability to independently perform at least two activities of daily living for at least 90 days or require substantial supervision due to a severe cognitive impairment.

What are the costs?†

When planning for long-term care, it's important for your clients to consider the costs associated with the type of care they may want, which may vary based on the level of care offered, location and quality of the facility.



How can your clients protect themselves against the cost of long-term care? Implement a hybrid long-term care funding solution.



Hybrid life/long-term care solutions are life insurance policies with an optional qualified long-term care insurance rider. Key advantages of these types of products include:

- If your clients should need care, they have a tax-efficient, dedicated funding source, designed to meet their needs.
- However, should your clients not need care, they're able to leave their family a legacy through a death benefit.
- And, if they change their mind, your clients are able to get money back.⁴

† Subject to a plan of care prescribed by a licensed health care practitioner.

* Note that in California this type of facility is licensed as a residential care facility.

¹ LTCG, "2019 Lincoln Financial Cost of Care Survey," March 2018, <https://www.whatcarecosts.com/lincoln>. For a printed copy, call 877-ASK-LINCOLN. All averages shown in the chart are from this survey.

² Cost based on a one-bedroom facility, from survey noted in 1 above.

³ Cost based on a private room, from survey noted in 1 above.

⁴ Long-term care reimbursements are generally income tax-free under IRC Section 104(a)(3).

How will your clients benefit from planning for long-term care? They can:



Rest assured – knowing they have a strong, proactive plan customized for their needs



Gain care coverage and legacy protection



Prevent their family from reactively guessing at their care preferences, or needing to become their caregiver



Safeguard their retirement dollars from the rising costs of care⁵



Learn more about hybrid long-term care solutions by contacting your Lincoln representative.

⁵ Inflation protection option; additional cost applies.

Insurance products issued by:

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Policies:

The purpose of this communication is the solicitation of insurance. An insurance producer or insurance company will contact you. The policies contain exclusions and limitations, please contact your Lincoln representative or the insurance company for costs and complete details. Hybrid policies are universal life policies with optional long-term care benefit riders. The policies and riders have exclusions, limitations, and reductions. For questions contact the insurance company.

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