

Long Term Care is a Family Affair

A 4 Step Path to Lifelong Protection

By Charlie Nash, Licensed Agent Specializing in Long Term Care Financing Solutions

Hopefully you're physically active and, like many people, that means that *long-term care* (LTC) planning is the last thing on your mind. So why think about it now? Now is the time to have a solution in place to protect your assets and lifestyle, before you suffer an accident or chronic illness that makes you uninsurable.

Imagine a loved one has to become a caregiver for another person. Now, try to imagine the unimaginable: The person your loved one suddenly needs to care for is you or your spouse.

Fortunately, there is a path for asset and family protection, even when you lose your independence and need care. The path starts with recognizing that like millions of Americans, we are living longer, and that is wonderful, but there's a price. The touch of grey to the silver lining of longevity is an ever-increasing likelihood of not sustaining your physical and financial independence. Growing old with dignity is a privilege that not everyone gets to experience.

According to the U.S. Department of Health and Human Services, 70% of 78 million Baby Boomers who reach age 65 will need LTC services.

The four steps are:

- 1) Get** the information sooner: 42% of people currently in care are under 65.
- 2) Find** an expert. An independent insurance agent, specializing in LTC. They will have a wider menu of solutions and pricing to fit your needs.
- 3) Look** beyond traditional LTC insurance. It is not for everyone. Consider an annuity or life insurance policy with LTC features and riders.
- 4) For those** who can't health-qualify, consider a critical illness plan or a reverse mortgage.

The point is there are solutions. You just need experienced help when looking for and evaluating the best one for your unique personal and financial situation.

Having additional financial support from an outside source, whether from LTC insurance, a life/annuity hybrid or a reverse mortgage, will augment the likelihood you get to stay in your own home where you will be more comfortable and visited.

Take the 1st step.

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