

# Long-Term Care Insurance

Coverage for what  
comes next.

**J.MANNING**  
& ASSOCIATES

POWERED BY  **LTCI**  
PARTNERS, LLC

**YOUR EMPLOYEES PROBABLY  
DON'T THINK ABOUT  
NEEDING LONG-TERM CARE  
(LTC), ESPECIALLY IF THEY  
FEEL YOUNG AND HEALTHY.  
BUT NOW'S EXACTLY THE  
RIGHT TIME FOR YOU TO HELP  
THEM PLAN FOR THE FUTURE.**

## **YOUR GREAT EMPLOYEES DESERVE A GREAT LTC INSURANCE PLAN.**

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Baby boomers and successive generations will enjoy unprecedented longevity compared to previous generations. The upside is obvious. But there's a downside — the number of chronic health conditions that can require costly LTC. We can help you protect the financial future of your employees – and your business – with an affordable employer-sponsored LTC insurance program that:

- **Protects their retirement plan.** An ounce of prevention now can avert the disaster that an LTC episode can bring to financial portfolios.
- **Gives them a choice about care.** Although Medicare and Medicaid pay for some LTC costs, coverage may be limited.
- **Eases the burden on their family members.** LTC insurance allows family members to be involved in the caregiving process without being the primary provider.

## **WHAT BENEFITS YOUR EMPLOYEES BENEFITS YOU.**

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When your employees are able to plan for the possibility of needing LTC, your company benefits, too. LTC insurance helps protect productivity among employees who are working caregivers — and helps contain health insurance costs. And your employees want you to offer the solution. Studies show that 59 percent of employees strongly prefer buying their insurance at their workplace.<sup>1</sup> By offering it, you can fill the gap in your benefits portfolio, making it easier to attract and retain top talent.

## PLANNING MADE SIMPLE.

LTC Insurance can be a complex financial planning product. That’s why we’re here to guide you through the various options and lead the implementation process. We’ll help you find a plan and provide a benefit to your employees that will help them protect their lifestyles and retirement plans.

Corporate LTC Insurance programs have many advantages, including:

- Simplified issue coverage
- Corporate discounts
- Unisex rates
- Dedicated account management
- Online enrollment
- Call center support
- Premium deductibility for employers
- Premiums are usually not treated as income to employees
- Income tax-free benefits
- Ability to carve-out a select class of employees

### WHY “LATER” IS TOO LATE

LTC is costly to your employees in expenditures and lost income, and places a huge burden on most families who need it. In fact, health and disability insurance don’t even cover LTC costs. Medicare isn’t always the answer, either. For most, it’s an out-of-pocket expense that drains retirement savings. Look at the stats:

<b>70%</b> Americans 65 and older who will need LTC assistance. <sup>2</sup>	<b>\$91,000</b> Average national cost for for one year in a skilled LTC facility. <sup>3</sup>	<b>\$15,600</b> Average annual Social Security benefit for retired workers. <sup>4</sup>	<b>\$165,000</b> Average 401(k) balance. <sup>5</sup>	<b>\$33 billion</b> Annual amount of employer productivity lost due to LTC claims. <sup>6</sup>
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It’s important for you to help your employees understand that LTC insurance is more affordable to them during their working years rather than later.



# LOOKING TO FILL THE GAP IN YOUR EMPLOYEE BENEFITS PORTFOLIO WITH AN LTC INSURANCE PROGRAM THAT FITS YOUR COMPANY? WE HAVE YOU AND YOUR EMPLOYEES COVERED.

**Contact us to get started.**

T 877-949-4582 Option 7

GroupLTC@LTCIPartners.com  
[www.LTCIPartners.com/GroupLTC](http://www.LTCIPartners.com/GroupLTC)

Sources:

1 "What is \$1 Billion an Hour Worth? Navigating the Employee Benefits Marketplace." LIMRA. 2011.

2 U.S. Department of Health and Human Services. [longtermcare.gov](http://longtermcare.gov).

3 Genworth. "Genworth 2015 Cost of Care Survey."

4 Social Security Administration. Master Beneficiary Record, 100 Percent Data. November 2014.

5 CNN Money. Melanie Hicken. "401(k) Balances Hit Record ..." Feb. 13, 2014.

6 Genworth. "Genworth 2012 Cost of Care Survey."

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