



# HAVE YOU CONSIDERED ALL YOUR OPTIONS FOR LONG TERM CARE PROTECTION?

*We may have an alternative.*

By checking the boxes that apply to you below, we can address some of the main concerns that you have with Long Term Care Insurance and offer alternative solutions.

- "Never Considered It"** I have never considered the cost of Long Term Care Expenses. I would be interested in learning more about the options that are available to me and how this fits into my financial future.
- "I Am Aware But I Don't Know What to Do"** The cost of assisted living and nursing home facilities is a concern of mine. I would like to explore options that could protect me against costly Long Term Care expenses.
- "Too Expensive"** I would like to protect myself against long term care expenses but the insurance premiums are too expensive.
- "I'm Not Sure that I Will Need It"** I would not mind paying insurance premiums if I was sure that I was going to need Long Term Care in the future, but I am concerned that I will be paying for insurance that I will never use.
- "Self-Insured"** I believe that I have enough money in savings that I could pay for myself and/or my spouse to receive Long Term Care. I am not willing to give up access to these assets to pay for Long Term Care Insurance.
- "Legacy"** It is a primary goal of mine to maximize the amount of assets that I can pass on to my heirs. I do try to minimize unnecessary expenses in order to maximize the assets that I will be able to pass on.

Traditional Long Term Care Insurance is not the only way to protect yourself against Long Term Care expenses. This will help us find the best solution for your specific situation.



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