



Pink Elephants



Even though it is looming large Americans' lives,
no one wants to talk about it. That's why we call it the Pink Elephant.

A March 2012 Rasmussen Report indicated that just 35% of likely U.S. voters are confident Medicare will continue to pay all promised benefits.

There are almost 40 million people age 65 and older in the US today and about 10,000 a day turn 65. It is estimated that by 2030 there will be 72 million age 65+. It is also estimated that approximately 80% of Senior Citizens have little or no Long Term Care (LTC) or Chronic Illness protection. Have you prepared your finances to handle the sky rocketing costs of senior health care?

Recent surveys show not as many as you would guess. Flip this flyer over and review some of the highlights from that survey.

Consider...

If you had a 70% chance your \$345,000 house would burn down would you protect it? 70% of retirees age 65 years and older will need some kind of LTC care in their lifetime.

- If you needed long term care today, how would you pay for it?
- Which assets would you cash in first?
- What would be the tax consequences to liquidate those assets prematurely?
- How would this affect those closest to you?

source: www.longtermcare.gov





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Survey Highlights

- Future of Medicare: Four in 10 respondents (42 percent) perceive the potential insolvency of the Medicare system as a threat or huge threat to their family's wealth.
- Long-term care costs and medical treatment also posed a risk for almost four out of 10 questioned (36 percent) and close to one-quarter (24 percent) of those with living parents' worries about their parents' lack of long-term care insurance.
- More than half of respondents (52 percent) rated "providing for my health and wellness" as their No. 1 financial concern.
- The serious concerns expressed by survey respondents about the costs of long-term care, medical expenses for family members and the potential for Medicare insolvency have not translated into related financial planning for many wealthy Americans. Survey's find that asset protection preparations lag for many wealthy households.
- Seven out of 10 (69 percent) have not purchased long-term care insurance for themselves or a spouse. Among those who have not purchased long term care insurance, thirty-six percent felt it was unwise to spend money on a premium they may never use, 22 percent said it was cost-prohibitive and 21 percent said they never thought about it.

With the sky rocketing cost of late in life health insurance related issues associated with Long Term Care not covered by Medicaid or Medicare and a 70% chance of needing those services, Home Health Care, Assist Living, Nursing Home, Senior's with Assets are putting their Estates in Peril with a lack of a Long Term Care Plan.

You've worked hard to accumulate the Assets you have. Let's talk about protecting those assets from the risk of LTC while at the same time taking advantage of the new Federal tax law allowing tax free distributions to you for LTC. If LTC is not needed, the account value would go to your loved ones or heirs.



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What if...

I can show you an LTC product that has tax-advantages and provides benefits whether you ever need LTC or not, would you be interested?

Have you ever owned Life Insurance? Were you able to Access the Death Benefit during your own life? Now there are products that can allow you to do this and if not needed for LTC go tax free to your loved one.

Thanks to the new Tax Law The Pension Protection Act you are Entitled to Leverage your Annuity, CD or Rainy Day Fund up to 450% Tax Free for the high cost of Health Related Issues if you Qualify and "If you don't use it you don't lose it."

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