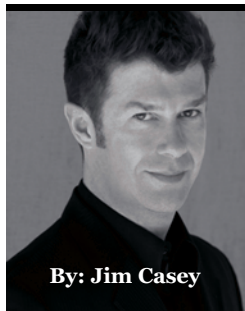


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Long-Term Care Is A Real Risk... November is the Time to Plan



By: Jim Casey

10.27.2009 - November has been declared Long-Term Care Awareness Month because even the U.S. Congress recognizes the importance of making people aware of the risks and costs associated with long-term care.

The cost of long-term custodial care is the most devastating thing that can happen to a retirement portfolio. Even though the risk is real, most people avoid thinking about long-term care (LTC) until it is too late. We at Integrated Wealth Management think that needs to change.

Here are things you need to know:

Fact #1: You are probably not covered. Many people mistakenly believe they are covered for LTC. You are typically not covered by your health insurance and disability insurance only covers loss of income. Medicare does not cover custodial care.

Fact #2: Most LTC is received in the home. The new policies let you decide where you will receive care.

Fact #3: Your age and health matter. One of the best ways to save on LTC protection is to take advantage of the discounts. If you are in good health, you save. You lock in that savings even if your health changes. Your chances of qualifying for LTC decline as you age.

Fact #4: Married couples and partners save on LTC insurance even if only one person is protected. With the new "shared care" option, two people can share each other's benefits. Less money...more protection.

November is the month to educate yourself and make a plan to protect your retirement assets.

To speak with our Retirement Risk Management and Long-Term Care Benefit Specialist, Joanne Reiter, contact her at (760) 969-7130 or e-mail to Joanne@IWMgmt.com.

