

*BEJS is a second generation financial services firm with nearly 30 years of successful history serving affluent multigenerational families, business owners, and highly compensated executives and professionals.*

*We work closely with families, executives, professionals, and their advisors to create, implement, and manage insurance-related strategies that preserve and provide estate liquidity, minimize taxes, accumulate capital, protect income streams, transition businesses, and retain key employees.*

### ***Why is Long Term Care important to you?***

You and your family enjoy a special quality of life because you've wisely nurtured your financial well-being. While we are blessed with good health, we tend to take basic activities of daily living for granted. Yet, what would happen to your financial independence if you were to suddenly fall ill and require assisted care for an extended period of time? What resources would you use for unplanned expenses? How would the cost of care impact what you've carefully saved for retirement or your children or grandchildren? Who would help your children help you?

### ***What is Long Term Care insurance?***

Over 70% of people who reach age 65 will require long term care services during their remaining lifetimes. Long Term Care (LTC) insurance pays for the assistance you will need when you are not able to handle the basic activities of daily living or if you require substantial supervision due to a cognitive impairment (such as Alzheimer's disease). Services are typically received in the home, an adult daycare center, an assisted living facility, a nursing home, or a hospice facility.

### **Long Term Care insurance can help you...**

- **Protect** accumulated wealth
- **Reduce** the burden of care that can be placed on family members
- **Control** where you will receive care
- **Prepare** for your long term care with dedicated planning and advice services
- **Preserve** your independence

## Help Protect Your Assets from Long Term Care Costs

Until recently, the solutions to the cost of care have been to self insure or buy a stand-alone policy. If you self insure, which assets would you access to pay for long term care if and when the need arises?

The biggest stumbling block for clients to using a standalone policy is paying for LTC insurance that they may never need. A hybrid life / LTC insurance policy eliminates that stumbling block and provides a hedge against this significant risk.

1. **If you want your money back:** Refunds your initial premium via a “return of premium” rider upon policy surrender.
2. **If you pass away:** Pays tax-free death proceeds to your beneficiaries.
3. **If you need long term care:** Provides tax-free reimbursement of long term care expenses up to a monthly maximum benefit amount.

