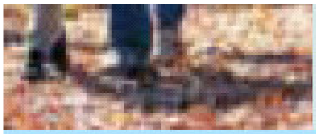

make informed decisions

Long term care insurance vs. investing … Will an investment side fund beat long-term care insurance in the long run? Not exactly. First off, insurance is never an "investment". Long-term care insurance is PROTECTION for your investment. Insurance provides PROTECTED GROWTH for your investment portfolio. Insurance is always an "expense" which you assume in order to protect financially against a possible negative situation. It cannot "beat" an investment, but without long term care insurance, your investment strategy may be for naught. Understand, pure insurance is not intended to appreciate or provide a "return on investment".

Again, insurance is properly viewed as an expense. Like an airbag, first-aid kit or safety belt, it is there in the event you are unfortunate enough to need it. At that point it kicks in to save the day. In the case of long term care insurance, what you protect is your other investments and family assets, as well as the safety, security and peace of mind of the entire family unit.

Long Term Care Health Insurance & Your "Chances"
Long term care insurance is a "planning tool" - You fund it, and you hope that you will never need it! As I once heard, "I HOPE that it's money down the drain, because I never want to use this insurance!" In this case, you don't get your money back - just like with your homeowner's insurance or auto insurance, except for one difference: The chance of a catastrophic homeowner's claim is 1 in 1200, catastrophic auto claim is only 1 in 240 – Considering that LIFE EXPECTANCY IS GETTING LONGER, the chance of utilizing your long term care insurance is about 50/50 - like a coin toss! That's why you pay for it, because the chances of your using it are so high.

We may not have discussed this but for some time I have worked as a securities representative, so I am sensitive to investment issues. Here is something to consider in your investment strategy. You dedicate funds to investment vehicles targeting growth and income, all the time weighing the risk of a catastrophic market correction or total meltdown. But consider this:

With long-term care risk near 50%, your market risk is really quite slight compared with your risk of a long-term care need. In order to protect your nest egg of investments, you are wise to look into long-term care insurance early on as your expense may be locked in at a lower rate.

Example: An age 65 person with a $300,000 portfolio could pay a hypothetical $1-2,000 in annual long term care insurance premium (only 30 - 60 basis points or 0.3% - 0.6%), thereby protecting the overall portfolio from the ravages of future long term care costs. In 15 years, when that care is more likely to occur, individual long-term care costs are expected to top $200K per year, so for the average 2.8 years of care (a $620,000 hit), the portfolio could be severely damaged without long term care insurance in place.

That's why so many are buying long term care insurance - not as an "investment", but as investment PROTECTION.

A large portfolio (say $1 Million) can benefit as well, as the same amount of money is still at risk, yet the premium expense is much less relatively (only 10 - 20 basis points or 0.1% - 0.2% of the portfolio). Professional financial planners know this, and the resounding consensus is, "Why WOULDN'T you own long term care insurance to protect your investment portfolio?" It makes financial sense. People like you build their portfolios by prudent planning, and you KEEP your portfolio by prudent planning. Long-term care insurance is the embodiment of prudent planning.

Consider These Unbelievable Statistics. Nobody wants to go to the nursing home. Census figures show that only 1.34% of the US population resides in institutions. Smart people want affordable alternatives. Most people prefer to receive care at-home as long as it's affordable and appropriate - And after that, most people prefer to reside in an assisted living arrangement rather than in a nursing home (It helps to have insurance pay for this non-institutional care, to support at-home care as long as possible). Even so, there is nearly a 50% chance that, due to medical conditions, a person will eventually end up requiring 24-hour skilled nursing care in a facility.

These figures inflate at least 5% annually. So, 10 years from now, the average (across the country) Alzheimer's private room stay will cost the family: $910,080.00. Do you want your family to pay THAT out of your savings - or your family's?

Doubtful! And after all this, there is still a lingering temptation to compare the numbers of a side-fund investment against a long-term care insurance policy, isn't there? I've done these studies as a securities rep - And no matter what your age, investing never works as good as insurance.

Please send us an e-mail to **seniormedpro@rcn.com** or you can call us at **508-877-7134 or 800-560-7134** and schedule a “free consultation” to learn more about the products and services we offer and how we may be of benefit to you. Let's discuss any questions you may have or if you know what you want, then we can help you implement it.