THE LONG-TERM CARE CONVERSATION

TALKING WITH YOUR FAMILY TODAY CAN HELP YOU FEEL CONFIDENT ABOUT YOUR FUTURE TOMORROW.

91% of Americans surveyed believe long-term care planning is an important component of retirement planning.*

However, few are addressing the need. Only half of spouses surveyed have talked about long-term care needs, and far fewer people have discussed it with parents or children.*

A recent study conducted by Lincoln Financial* found that many are confused about long-term care.

Myth: "It won’t happen to me."

Reality: People tend to unrealistically downplay their personal risk:
- 50% of those surveyed expect a parent to need long-term care*
- 40% of those surveyed expect their spouse to need long-term care*
- 33% of those surveyed expect themselves to need long-term care*

In reality, the actual risk is much higher for everyone.†

Myth: "Medicare or Medicaid have me covered."

Reality: Medicare and Medicaid coverage is restricted.
- Medicare: pays only a portion of costs up to 100 days
- Medicaid: only available to those with limited assets and income‡

Myth: "That's what my savings are for."

Reality: People underestimate the costs of long-term care.
An unplanned care event may drain savings 2-3 times faster than anticipated.*

Myth: "My family will be able to take care of me."

Reality: Caregiving negatively impacts women in the family.
Those caring for ill parents are twice as likely to experience depression or anxiety.
Cost is nearly $325,000 due to lost wages and diminished working hours.§

73% of those surveyed who anticipate having to pay for long-term care assistance say they will rely on Medicare, health insurance, or Medicaid.¶

Most of those surveyed guess that a private room in a nursing home costs roughly half the realistic estimate.‖

72% of those surveyed worry that they would not be able to provide adequate care if somebody in their family needed it.‖

6 out of 10 women surveyed (79%) believe that if somebody in their family needed long-term care, the responsibility of caregiving will fall on them.‖

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Not a deposit | Not FDIC-insured | May lose value (variable products)
Not guaranteed by any bank or savings association
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GET ON THE SAME PAGE
WITH YOUR FAMILY.

CARE  Learn more about the costs of care
Enter sponsor code: Lincoln.

CAREGIVING  Share your expectations
for daily living.

HEALTH-RELATED DECISIONS  Designate
someone to discuss treatments with your doctors.

FINANCES  Decide who will manage your
finances and pay household bills.

LEGAL MATTERS  Ensure you have a living
will, a current will, a durable power of attorney,
and a power of attorney for healthcare.

THE IMPORTANT ROLE OF FINANCIAL ADVICE

- Advisors can play a vital role in the long-term care conversation and in developing
 plans to help you protect your retirement savings from long-term care expenses.

- 76% of those surveyed who haven’t yet talked with their advisors about long-
 term care feel it would be valuable to do so.*

- There are various solutions that can help you prepare for your long-term care
 needs. Reach out to your advisor for additional information.

*Versta Research, "2017 LTC Marketing and Thought Leadership Research, Findings from Surveys of Advisors and Consumers,"
October 2017. Information presented here is from among those polled in our survey.

Versta Research conducted a survey of 1,012 U.S. adults through a national online research panel used exclusively for polling and
research. To ensure full representation of the U.S. adult population, sampling was stratified by age, gender, sexual orientation, race,
ethnicity, region, and income. The sample was then weighted to match U.S. Census data on age, gender, race, ethnicity, and region. The
survey was fielded from August 28 to September 14, 2017.

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