



Nothing could stop you. Now, as an adult, you realize that no one is invincible, and that your dreams and plans are probably a lot different than those of your childhood. That's because life, to say the least, is unpredictable.

But if something happened to you, and you needed assistance with everyday activities, how would you pay for it? Would you have to deplete your family savings, your children's college funds or dip into your retirement plan? If the answer to any of these questions is yes, then you should consider purchasing long term care (LTC) insurance.

An estimated 10 million Americans currently need long term care and that number is expected to double by 2030.¹ None of us like to think about the possibility of needing this type of care, but as we live longer, it will become a more likely reality.



¹ Georgetown University, Long-Term Care Financing Project, "National Spending for Long-term Care Fact Sheet," January 2007, and "Long-Term Care Financing: Are Americans Prepared?" Testimony by Senator Gordon H. Smith, 2006 committee chairman, before the U.S. Senate Special Committee on Aging, March 9, 2006.

What Is Long Term Care?

Long Term Care is the type of care received either at home or in a facility, when someone needs assistance with Activities of Daily Living (ADLs) such as bathing, dressing, toileting, continence, transferring and eating, or suffers severe cognitive impairment (such as Alzheimer's disease).

Why Long Term Care Insurance?

Without long term care insurance, prolonged expenses can add up —quickly. It's easy to understand why when you look at these startling statistics.

- The cost of care varies greatly by geographic area. For example, a private room in a nursing home can range from \$43,000 to \$200,000 per year, depending on where it is located,² and it is expected to rise.³
- The average hourly rate for a home health aide is \$25. Based on this rate, four hours of home health aide services daily would total about \$36,500 a year.⁴



These are national averages and may vary by state.

- Of the \$1.6 trillion spent on personal health care in 2005, an estimated \$206.6 billion (12.4%) was spent on long term care services.⁵

What's even more alarming is that individuals and their families usually bear the weight of this financial burden. Government funding falls short as well with only limited financial support coming from Medicare. Medicaid provides help for some individuals but you must first exhaust virtually all of your assets to qualify.⁶

If you think this is an issue facing only older adults or that it won't affect you, consider these facts...

- The probability that an employee will one day face a nursing home stay is greater than either the probability of disability or premature death while employed.⁷
- Approximately half of the U.S. workforce is projected to be involved in caregiving within the next five years.⁸
- About one out of four U.S. households is involved in the care of an older relative or friend.⁹ Many of these caregivers are working age adults who must balance a career with the needs of their family member.

In short, there's a very real chance you or someone you know may need long term care *before* retirement age.

2 Unum Long Term Care Cost Survey 2007.

3 Georgetown University, Long-Term Care Financing Project, "National Spending for Long-term Care Fact Sheet," January 2007.

4 AARP, "How Employers Can Support Working Caregivers," online resource. Available at: www.aarp.org/states/nd/nd-news/how_employers_can_support_working_caregivers.html [cited December 2007].

5 National Spending for Long Term Care, Fact Sheet, Georgetown University Long Term Care Financing Project, February 2007.

The Advantages of LTC Insurance:

- Long term care insurance can help preserve assets by providing coverage for long term care needs. Without it, the financial and emotional implications of providing care can be devastating.
 - LTC insurance offers a variety of options such as coverage for rehabilitative services, assisted living, or home care. LTC insurance can pay a benefit for care received that might not be covered by other insurance plans.
- If you move to another state or choose other employment, your LTC coverage is yours to keep as long as you continue to pay your premium.
- If you have an individual policy you do not need to elect to continue your coverage; it continues automatically.

Cost-Effective Coverage

Purchasing LTC coverage now ensures you receive a lower premium as rates increase with age.¹⁰ Our plans allow you to purchase coverage for yourself and/or your family. The coverage choices are up to you.

Look to a Leader

We are one of the nation's leading disability insurers who in addition, have developed long term care solutions that can help preserve your assets. Our LTC insurance is a means to help secure your future and the futures of those you love, and it is one of the most economical ways to manage life's risks. You protect other things you hold dear—such as your car, your home, even your life, but why aren't you protecting one of your greatest assets—your financial future?

Purchasing long term care insurance from us won't make you invincible, but it can help secure your assets against the costly affects of long term care.

To learn more about how our long term care insurance can be part of your financial portfolio, contact your insurance agent or our representative today or visit our web site at www.unum.com.

