

Take control of your future with Long-Term Care Insurance

Every day until 2030, **10,000 Baby Boomers** a day will **turn 65** and seven out of ten of them will require **long-term care** at some point.*

*2018 U.S. Department of Health and Human Services, Accessed on October 10, 2017

Whether you should purchase a long-term care insurance (LTCI) policy depends on your financial ability, age, health status, retirement objectives, and whether you have assets you want to protect. Once you've made the decision to buy, you'll need to decide how much coverage is enough. Insurance protects against an event that may (or may not) occur in the future. Buying sufficient protection is important, but the insurance must also be affordable for you. When considering the purchase of LTCI, you'll need to pay particular attention to the benefit amount and to the benefit period.

Out-of-pocket health care estimates for a 65-year-old couple can reach

\$259,000 – \$395,000

over 20 years in retirement*

*Savings needed for Medigap premiums, Medicare Part B premiums, Medicare Part D premiums and out-of-pocket drug expenses for retirement at age 65 in 2015, assuming a 90% chance of having enough savings: "Amount of Savings Needed for Health Expenses for People Eligible for Medicare: Unlike the Last Few Years, the News Is Not Good," by Paul Fronstin, Dallas Salisbury, and Jack VanDerhei, EBRI, October 2015.

Cost of Care in Massachusetts

Massachusetts - State Median

Monthly Cost	2018	2038
Home Health Care		
Homemaker Services	\$4,910	\$8,868
Homemaker Health Aide <small>Based on annual rate divided by 12 months (assumes 44 hours per week)</small>	\$5,167	\$9,332
Adult Day Health Care		
Adult Day Health Care <small>Based on annual rate divided by 12 months</small>	\$1,444	\$2,608
Assisted Living Facility		
Private, One Bedroom <small>As reported, monthly rate, private, one bedroom</small>	\$5,495	\$9,925
Nursing Home Care		
Semi-Private Room	\$12,015	\$21,700
Private Room <small>Based on annual rate divided by 12 months</small>	\$12,775	\$23,073

Personalize Your Plan

The first step in planning for your health care costs is knowing what to expect. Our financial consultants can help. Completing a Health Care Cost Assessment offers a personalized view of your anticipated health care costs, including long-term care.

Contact a member of the **RT Investment Services** team today to complete a complimentary assessment. The plan will help to better understand how expected health care costs can affect your life in the future and develop a plan around your and your family's specific needs.

Genworth 2018 Cost of Care

Long-term care insurance policies contain exclusions and limitations. Eligibility for long-term care and life insurance, additional policy benefits and qualification for benefits is determined on a case-by-case basis. For costs and complete details of coverage, please contact your financial advisor.



This material contains only general descriptions and is not a solicitation to sell any insurance product. For information about specific insurance needs or situations, contact your insurance agent. This article is intended to assist in educating you about insurance generally and not to provide personal service.

Securities and advisory services are offered through LPL Financial (LPL), a registered investment advisor and broker-dealer (member FINRA/SIPC). Insurance products are offered through LPL or its licensed affiliates. Rockland Trust Company and RT Investment Services **are not** registered as a broker-dealer or investment advisor. Registered representatives of LPL offer products and services using RT Investment Services, and may also be employees of Rockland Trust Company. These products and services are being offered through LPL or its affiliates, which are separate entities from, and not affiliates of, Rockland Trust Company or RT Investment Services. Securities and insurance offered through LPL or its affiliates are:

Not Insured by FDIC or Any Other Government Agency • Not Rockland Trust Guaranteed • Not Rockland Trust Deposits or Obligations • May Lose Value