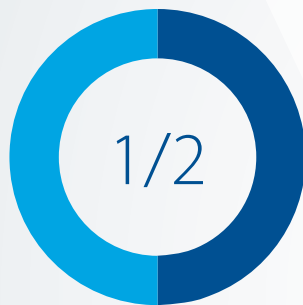


# Take control of your future with Long-Term Care Insurance

Health care costs are one of the largest expenses in retirement. Many people don't understand the risks these costs pose to their retirement plan, so they aren't preparing for them. Because Medicare and other forms of health insurance do not pay for custodial care, many nursing home residents have only three alternatives for paying their nursing home bills: their own assets (cash, investments), Medicaid, and Long-Term Care Insurance. Add to this challenge the rising cost of health care and the likelihood of needing long-term care and it becomes clear that planning for health care costs is important for achieving financial security in retirement.

Many people mistakenly believe that Medicare will pay for long-term care. But Medicare provides only limited coverage for long-term care services such as skilled nursing care or physical therapy. And although Medicare provides some home health care benefits, it doesn't cover custodial care, the type of care older individuals most often need. You may incur out of pocket expenses which can have a big impact on your standard of living in retirement.

## Financial Facts you May Not Know About Medicare



Medicare covers only about half of beneficiaries' total health care costs.<sup>1</sup>



The higher your adjusted gross income, the higher your monthly Medicare premiums<sup>2</sup>



Medicare generally does not pay for long-term care expenses<sup>2</sup>

1. "How Much is Enough? Out-of-Pocket Spending Among Medicare Beneficiaries: A Chartbook" Henry J. Kaiser Foundation, July, 2014.

2. The official U.S. Government Medicare Handbook, Medicare & You, 2014.

## 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.

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.

**RT** INVESTMENT SERVICES

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