

Testimonials

Linda is an angel who saved my retirement. I was not even thinking about long term care insurance, since I am only in my early fifties. I decided to get a policy after talking to her. It was in the nick of time. I was diagnosed with a medical condition a few months later. Get LTC policies when you can. Tomorrow might be too late.

—Jay P., client

As a certified financial advisor, it is imperative to work with an insurance specialist who is competent, ethical and believes in educating her clients. Linda is unique in that she reads the insurance contracts, stays current on policy and industry changes, and is committed to always doing what's in the client's best interest. While I'm licensed to sell insurance, I refer to her expertise, not only for my clients, but for my wife's and my own long term care insurance.

—Rich T., CFP

Linda has proven her competency many times over. Linda always showed her integrity and honesty when it came to making sure the client gets the product that made the most sense for them rather than the one that nets her a higher commission.

—Cathy J., Insurance Agency Manager

We met Linda, by chance, following a request for long term care information. We purchased a policy even though I doubted we would ever use it. Eight years later, my wife took a bad fall and became a quadriplegic. Over the course of her care, the long term care policy paid out over 1 million dollars. Linda has always been there for us. She checked in regularly and became a friend to us. I know she will be there for me when I need care.

—Paul G., Client

As an estate attorney, an important question I ask is "Do you have long term care insurance (LTC)?" LTC can affect how we help a family plan for their future. Linda Thalheimer is one of my go-to LTC advisers. She is able to answer questions clearly and is extremely knowledgeable. I enjoy referring my clients over to her.

—Peter M. Esq.

Linda Thalheimer, CLTC, LIA

- Specializing in Long Term Care since 2000
- MA Licensed Insurance Adviser (LIA)
- Hundreds of hours of financial training
- Bachelor's in Occupational Therapy
- Master's in Health Care Administration

What distinguishes Linda from other agents is that she reads the contracts, so that she can provide accurate and appropriate options for your review. She is continually evaluating new products and their contracts to make sure she has the best options from which to choose.

As an independent agent, it is her legal responsibility to do what is in your best interest. Linda is well published and a public speaker on issues of aging and long term care insurance.

Linda enjoys working with sole proprietors, and small to medium sized companies to provide tax incentives, multi-life discounts, executive carve-outs, key man benefits and employee education.

Thalheimer
Insurance
Long Life Planning



Linda Thalheimer, LIA, CLTC

(508) 315-3210

Linda@LongLifePlanning.com

www.longlifeplanning.com/long_term_care

LONG TERM CARE

To Insure or Not to Insure?



Is it better to have insurance and not need it, or to need insurance and not have it?

Long Term Care is expensive & care giving impacts the lives of people we love.

Living a long life is a near certainty, planning for it has become a necessity.

Since there is no crystal ball...

The real question: Is it better to have insurance and not need it, or to need insurance and not have it?

Having LTC insurance & not needing it

- ◆ Loss of Premium or
- ◆ Loss of interest on premium with hybrid or return of premium products

Needing LTC insurance & not having it

- ◆ Deciding which funds to liquidate to fund care during crisis
- ◆ Conflict between siblings regarding responsibilities and finances
- ◆ Decline in lifestyle and health for caregiving spouse
- ◆ Stress on children as caregiving impacts their employment and relationships
- ◆ Inability to afford optimal caregiving or care setting
- ◆ Losing the home to Medicaid repayment
- ◆ Inability to leave an inheritance
- ◆ *Regret that this could have been covered by a LTC policy*

Payment Sources for LTC

Government options

Medicare is the government's skilled insurance program paying for doctors, nurses & therapists. Most LTC is unskilled; Medicare does NOT pay for custodial long term care.

Medicaid is the government's medical insurance for the poor. In order to qualify, you must spend down your assets to poverty levels and any income will be used to offset the cost of care if over a minimal level.

Long Term Care Policy Options

Traditional/Stand-Alone

- ◆ Typically provides the greatest return for premium paid
- ◆ Tax-qualified: Additional tax benefits for the self-employed and business owners

Hybrid

A combination of life & long term care insurance that leverages the long term care benefit.

- ◆ Guaranteed Premium
- ◆ Return of Premium (at whim or at death)

Life Insurance with LTC Rider

A life insurance product with a rider allowing a portion or all of the death benefit to be eligible for funding qualified long term care expenses.

Alternative Products

Annuities with LTC riders or home care contracts offer options for those with more significant health issues but are still independent, at time of application, in all aspects of their care.



Government Incentives

LTC Insurance provides additional catastrophic financial protection

Massachusetts: Medicaid may put a lien on your house for the amount it spends on your long term care expenses.

A LTC policy may provide more than \$870,000 of Medicaid lien recovery of your MA home.

In at least 40 other states: Partnership provides protection from Medicaid spend-down up to the total benefit of the qualified long term care policy.

Tax Incentives

Self-Employed, Partnerships, S-Corps may take age based premium deductions.

Corporations may take full deductions for premiums paid for employees without a taxable event to the employee.

Regardless of whether the premiums are taken as a tax-deduction by the employee or the employer, benefits are received tax free.