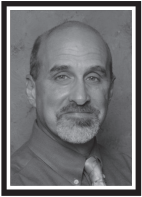


# SENIOR INSURANCE SOLUTIONS

CLARITY GUIDANCE INTEGRITY

Client Newsletter - Sept.- Oct. 2010



Greetings,

I'm writing this two days after the Sept 14<sup>th</sup> Primary Elections. It's been fascinating to observe how the Tea Party candidates are winning elections against established politicians. Tea Party backed candidates Pallidino in NY, O'Donnell in Delaware, and Miller in Alaska (August primary) were not expected to win according to conventional wisdom. Incumbent Senators Reid (NV) and Boxer (CA) are fighting for their political lives against inexperienced challengers. It's a vivid reminder about the beauty of our Democracy. Established incumbents can be beat... if it is the will of the people. Senators Specter (PA) and Congressman Castle (DE) thought they owned a congressional seat as long as they wanted one, but the people said No! Though our challenges and flaws are great at this time of our nation's history, the basic principle that allows the citizenry to elect those who govern, is a precious concept -

**Regardless of the party elected!!** - And we do it year after year without violence, riots or Martial Law declared. "Of the People, For the People, By the People"...is alive and well in 2010....and November should be very, very interesting!

1. Enclosed is a schedule for Medicare Seminars that I am conducting. Please alert any friends who might be turning 65, or who might be looking for a change to their existing Medicare Supplement policy. I often do Free public speaking at Financial Planning seminars, Rotary Clubs, Assisted Living facilities etc. If you know of a group looking for a speaker on Medicare and/or Long Term Care Planning, please call. I put on one heck of show!
2. Those on Medicare Advantage might get that "Annual Letter" soon (as we are approaching Annual Enrollment Period) announcing a price increase. If you get a such a letter and you have questions, please call me
3. I sell Pre-65 Health Insurance Plans for individuals and families from Aetna and Blue Cross. Free phone quotes are always available. **If have been turned down for Pre-65 Health Insurance due to pre existing conditions, I have plans available that accepts everybody, no questions asked. Please call for details.**

I continually appreciate your business! If at any time you have questions or concerns, do not hesitate to give me a call.

Until next time,

Howard





# Take the Long Term Care Quiz!

	TRUE	FALSE
1. A one-year stay in a skilled Nursing Home costs about \$50,000/year		
2. Nearly 40% of the Long Term Care population is under the age of 65		
3. Nursing Facility costs for Alzheimer's Disease are covered by Medicare		
4. The average stay in a Skilled Nursing Facility is 4 years		
5. Medicaid covers LTC expenses received at home		
6. Most Long Term Care is provided in a Nursing Facility		
7. Medicare is Not the primary source of funding for Nursing Facility Residents		
8. People have to spend most or all of their assets to get Medicaid benefits		
9. Disability Insurance and LTC Insurance are in essence the same thing		
10. The average lifetime chance of needing care for people over 65 is 40%		

## ANSWERS:

1. False - In Southeastern Pa. the average facility cost for a Nursing Home is \$250/day or \$91,250/year
2. True - This includes folks who have had accidents or debilitating diseases
3. False - Medicare will only pay for Medical Services, regardless of the disease. Facility costs ("room and board") are the patient's responsibility. (\$91,250 year)
4. False - The national average from 2009 statistics is 2.5 years
5. False - Medicaid will only pay for LTC in a facility, not at home
6. False - Most LTC is received at home
7. True - Medicare will only pay for 20 days and partially pay for another 80 days. After 100 days it's the patient's responsibility for the facility costs. (\$91,250 year)
8. True - To be eligible for Medicaid you have to have next to no assets and be officially "impoverished"
9. False - Disability is designed to replace income. LTC insurance pays for LTC in a facility or at home.
10. False - The average lifetime chance of needing some LTC is now at 65%



The cost of Long Term Care should be a point of consideration for everybody in their 50's and older. If you would like some information on Long Term Care Insurance, please call me and I can forward you the basics for you to evaluate if such coverage would be appropriate for and your family. For LTC Insurance I represent both Genworth and Mutual of Omaha, two absolute leaders in the LTC Insurance field.

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