Understanding Your LTCI Benefits & The Claim Event

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Traditional LTC Coverage

"Pay as you go" policy

Shared Care

Inflation Protection

5% Compounded vs.
3% Compounded vs.
5% Simple vs.
BIO Step-up vs.
Benefit Builder

Home Care Dollars

Assisted Living Dollars

Skilled Nursing Home Dollars

Important Details

- Daily or Monthly Benefit
- Comprehensive or Single Setting
- Policy Limit/ Dollar or Days
- Deductible/Elimination Period
- Inflation Rider
- Waiver of Premium

Terminology

Care Settings

- Home & Community Care
- Nursing Facility or Assisted Living Facility
- Alternative Care Facility

Chronically Ill Definition

- Standby, Hands-On Assistance
- Continual Supervision

Activity of Daily Living Skills 6 or 7

- Bathing, Dressing, Transferring, Toileting, Continence Care, Eating, (Mobility)

Cognitive Impairment (Severe)

Care Advisor

Plan of Care

Increasing Premium Perspective

- **IF** you select refund option- what is your strategy to pay for future care?
- **IF** you select refund option- can you purchase another LTCi policy?
- **IF** you select refund option- what factors should you consider?
  - AGE
  - HEALTH
  - POTENTIAL CLAIM EVENT

WHAT if premiums increase?

Base Decision on AGE & HEALTH

- Age(s) 70 to 80+ should strongly consider keeping benefits in place, pay the increase in premium or remove/reduce inflation rider.
- Any age with significant health issues, functional limitations, family history of dementia; keep current policy.
- Age(s) 50 to 70 **consider surrender/buy out** policy IF excellent health use settlement payout to fund a **hybrid policy**
- Do not cancel until a new policy has been approved.

Current LTCI Options

Traditional LTC

or Hybrids

Age(s) 55 to 75

Excellent Health

Application time 45 days

$5,000 Pr. Mo. Benefit

$200,000 Pool Max

3% COLA

90 Day Deductible

- Age 55 M$1,746 F $2,856
- Age 60 M $1,992 F $3,313
- Age 65 M $2,469 F $4,061
- Age 70 M $3,220 F $5,097
- Age 75 M $4,226 F $7,385

The Role Of A LTCI Claims Advocate

YOU have prepared years ago by buying a LTCI policy to pay for care expenses. Well Done!

YOU need to know HOW to use your policy. There are rules to be followed.

YOU can't do this alone, and we can't do this without you? The support of family, friends, caregivers and professionals are needed for successful outcomes.

LTCI Claim Putting the Pieces Together

- Facilitate intake interview- Step One
- On site assessment- Step Two
- Document collection- Step Three
- Handling of invoices and care notes –Step Four
- Verification of benefits for accuracy- Step Five
- Updating the plan of care
- Re-certification oversight (every 6 months)

Common Problems With LTCI Claims

When MCI (mild cognitive impairment) is not "severe" enough	Who decides the level of severity? Do scores matter (Moca, Mini Mental)?
Denial of need on the part of the claimant	ADL loss is very subjective- (Typical trigger is 2 out of 5, 6, or 7 ADL's) "Continual Human Assistance" or "Stand-By" Supervision
Paperwork!	Attending Physician Statements (boxes marked incorrectly) Incorrect calculation of deductible days Home care agency records incomplete