

A black and white photograph of two hands clasped together, palms facing each other, resting on a dark, textured wooden surface. The hands are positioned centrally, with fingers interlaced. The lighting is soft, highlighting the skin texture and the wood grain.

# LIFECARE AFFORDABILITY PLAN<sup>®</sup>

## Money, Long Term Care and Hard Decisions

*Best Practices for Planning Through Healthcare Events*

TOM WEST, CLU, CHFC, AIF<sup>®</sup>  
PARTNER

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SEIA

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This information herein is for informational purposes only and is not intended as individual investment advice or as a recommendation of any particular security, strategy or investment product. Investment decisions should be made based on the client's specific financial needs, objectives, goals, time horizon and risk tolerance.

Investment return and share value will fluctuate. There is a risk of loss from an investment in securities, including the risk of loss of principal.

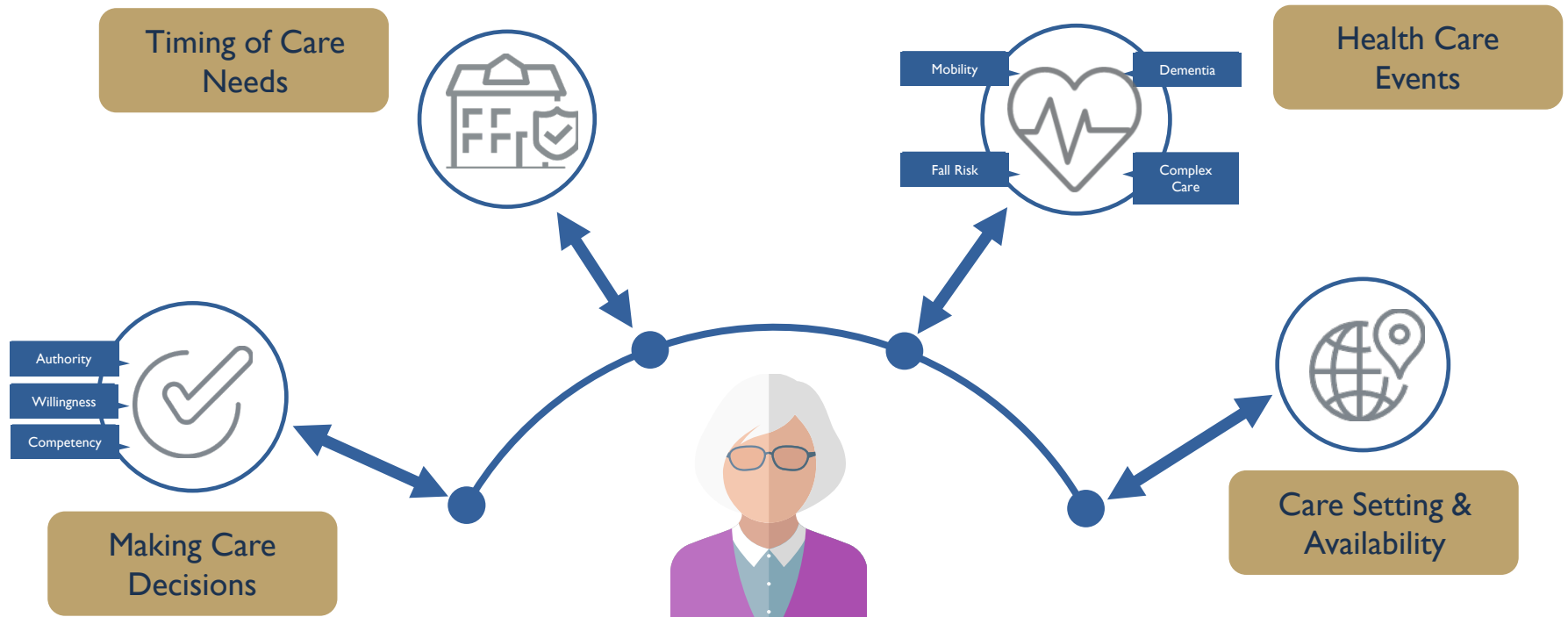
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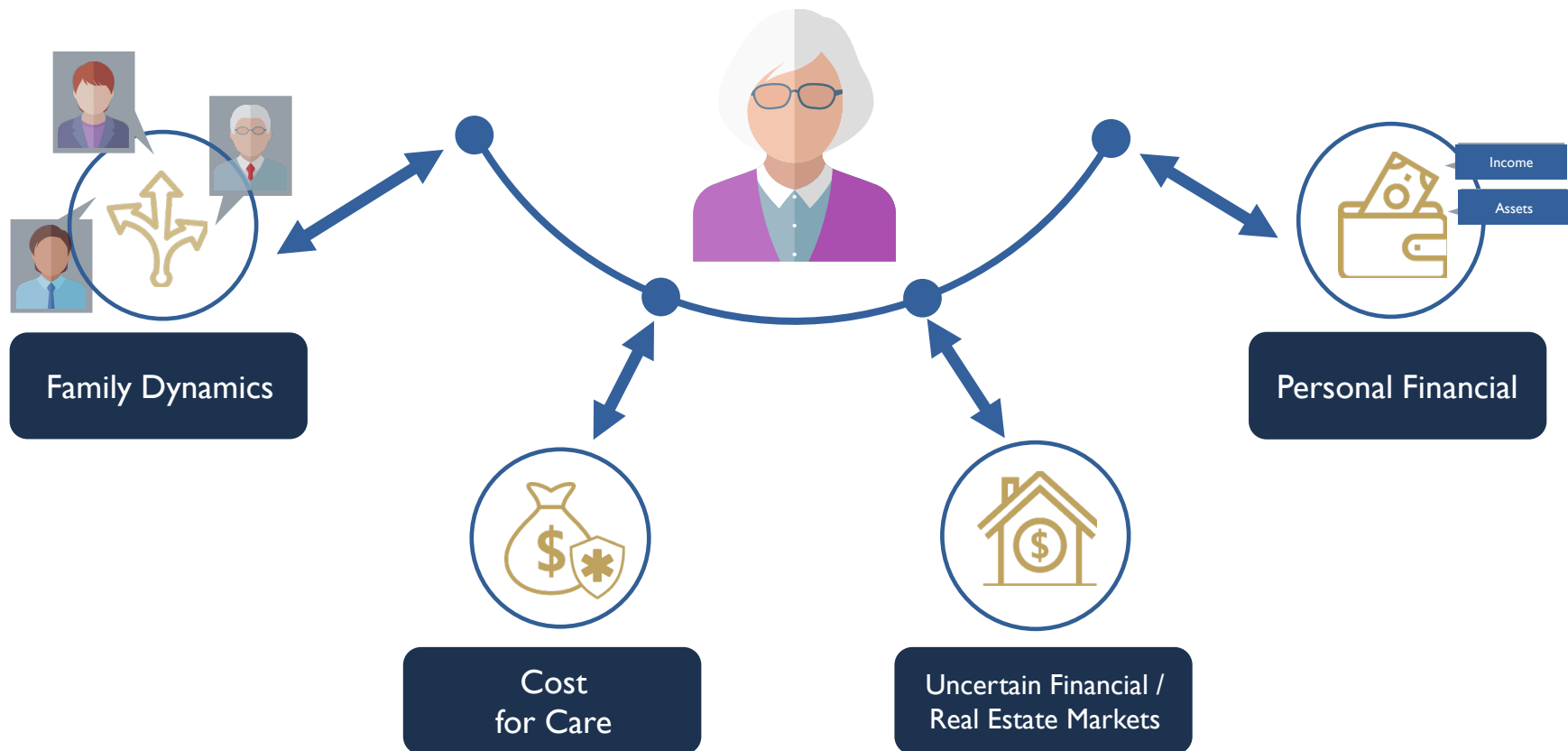


# NEW REALITY FOR SENIORS DURING COVID-19



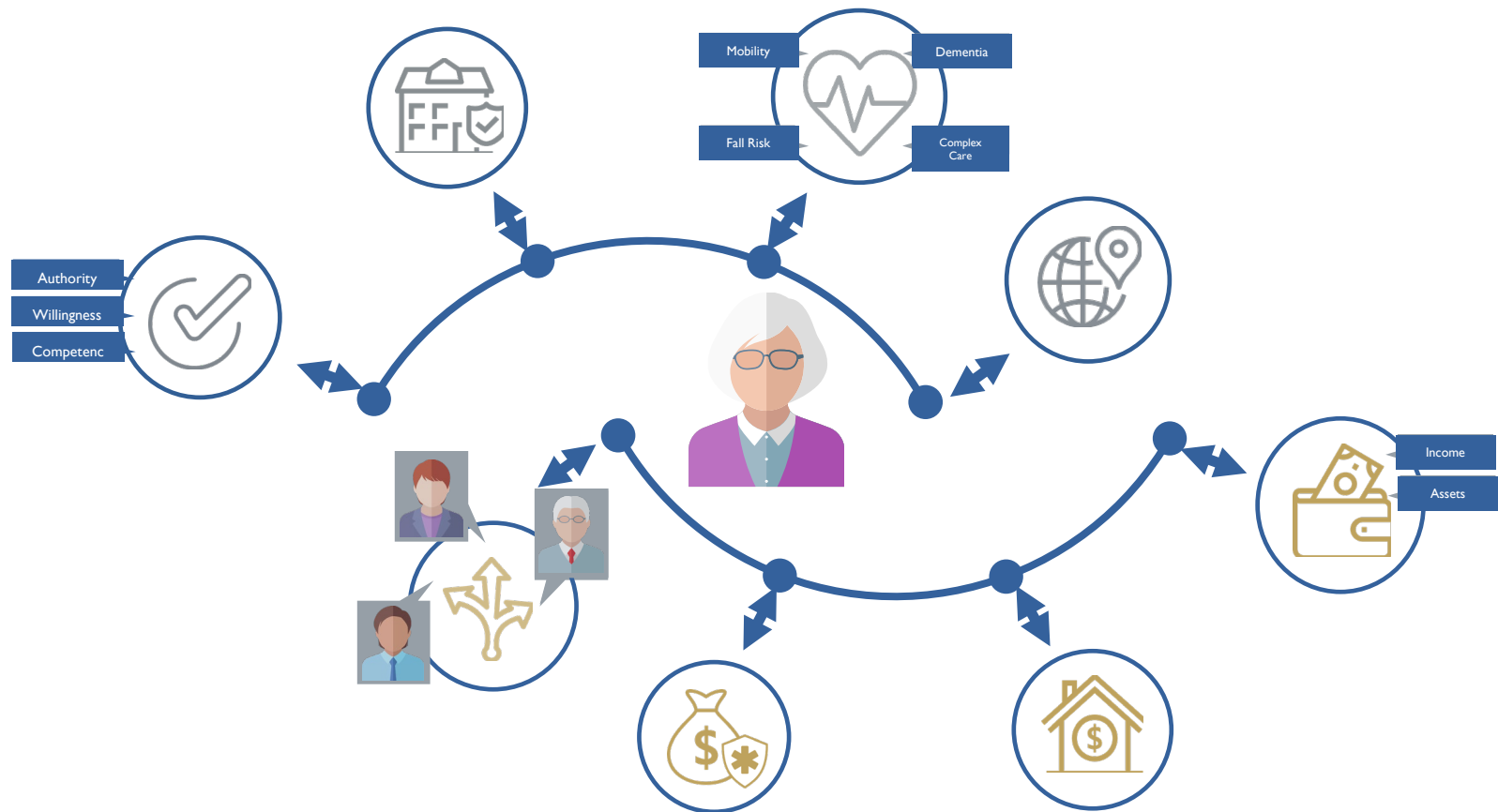


# NEW REALITY FOR SENIORS DURING COVID-19





# CHALLENGES FOR DECISION MAKING



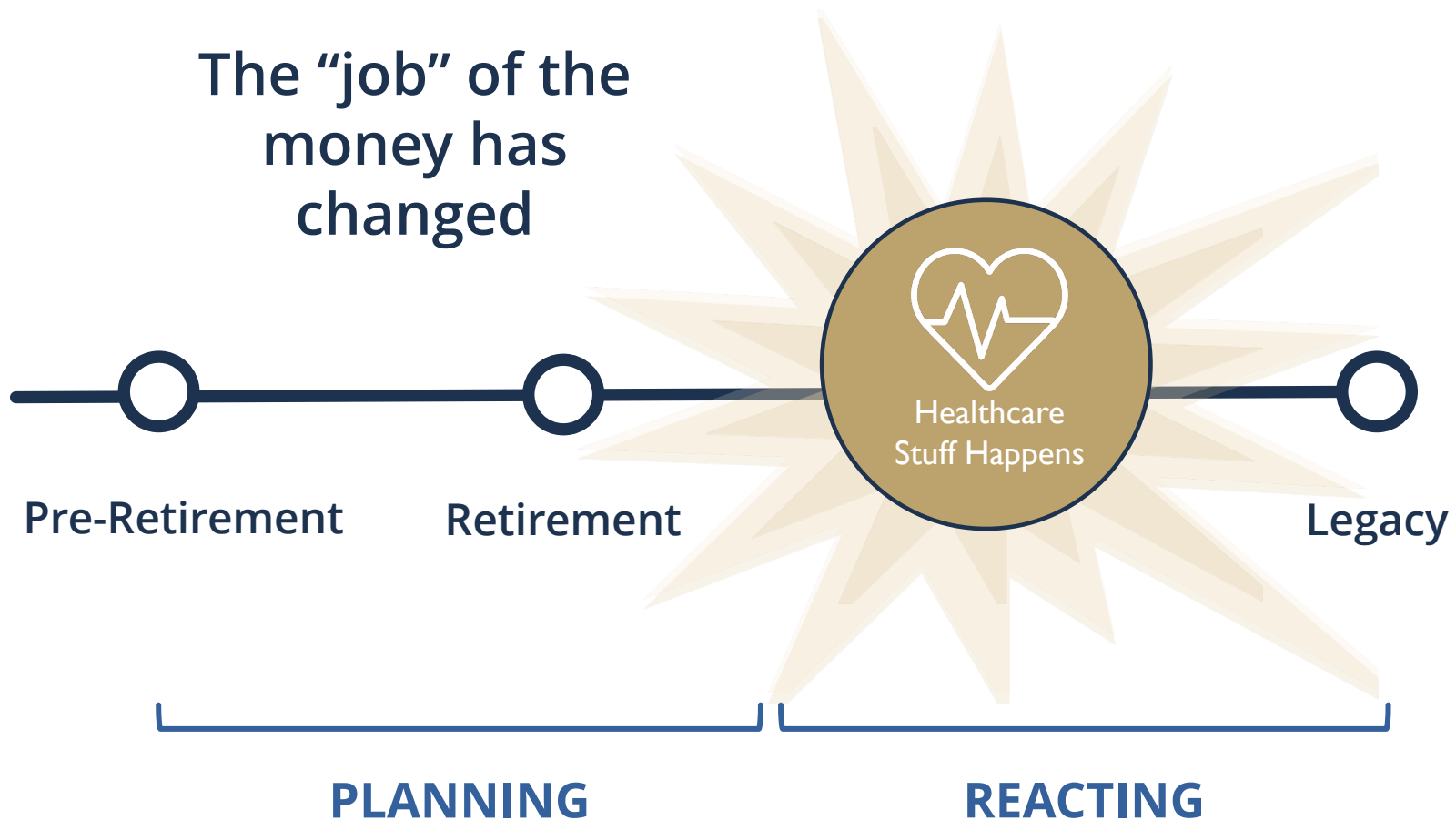
# TYPICAL FINANCIAL PLANNING TIMELINE

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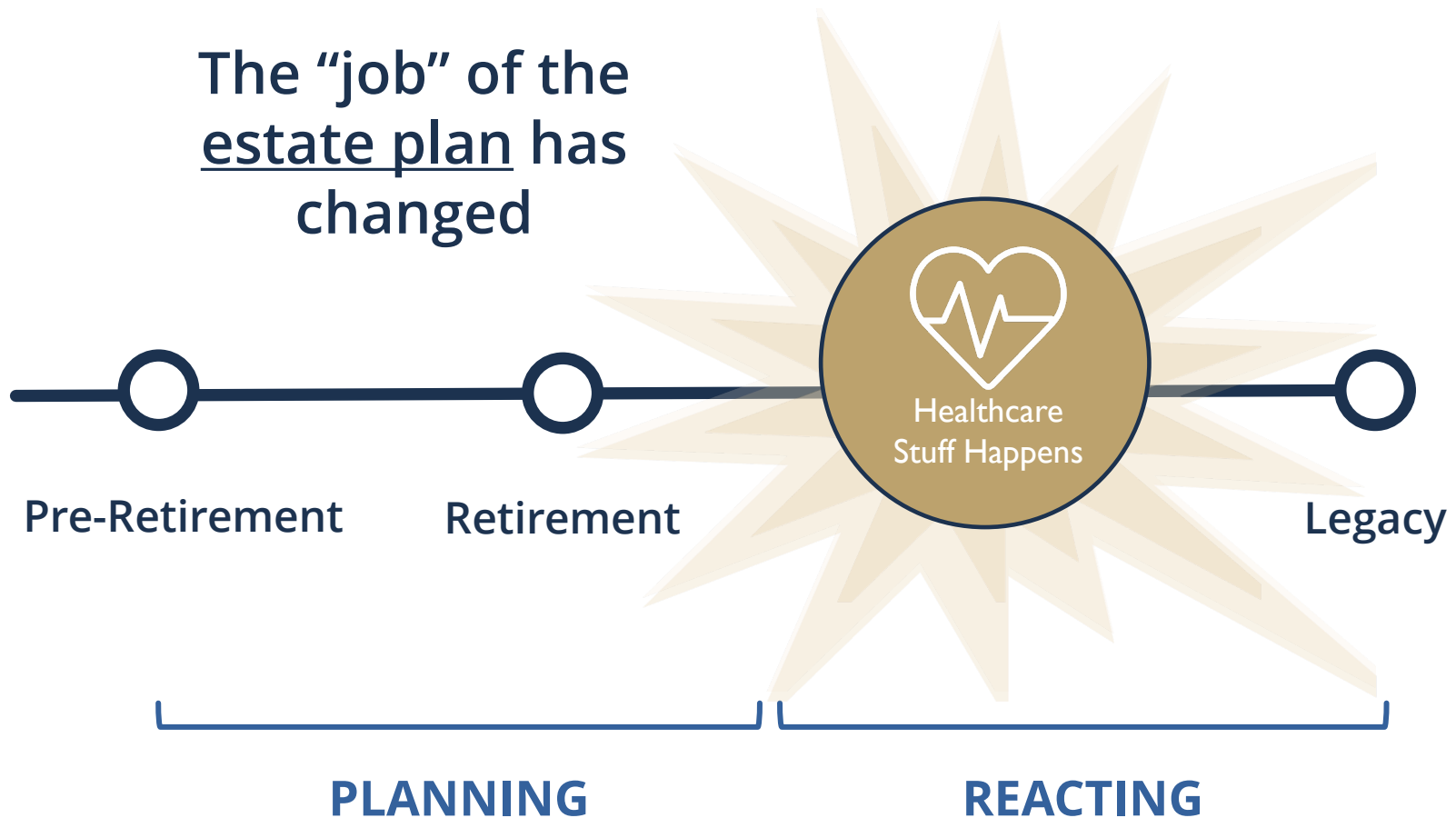


# “UPDATED” FINANCIAL PLANNING TIMELINE



## “UPDATED” LEGAL PLANNING TIMELINE

The “job” of the  
estate plan has  
changed







# WHEN THE HEALTHCARE STUFF HAPPENS

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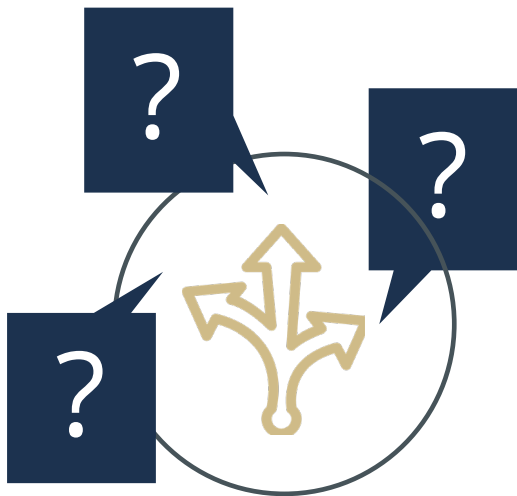
Families look to the Senior Housing and Healthcare Professionals for advice and direction

- *Home vs Community/Facility*
- *Skilled vs Not Skilled*
- *Treatment vs Comfort Care*
- *Independent vs Assisted Living vs Nursing Home*

*And...Families regularly assume care is covered by Medicare/Insurance*

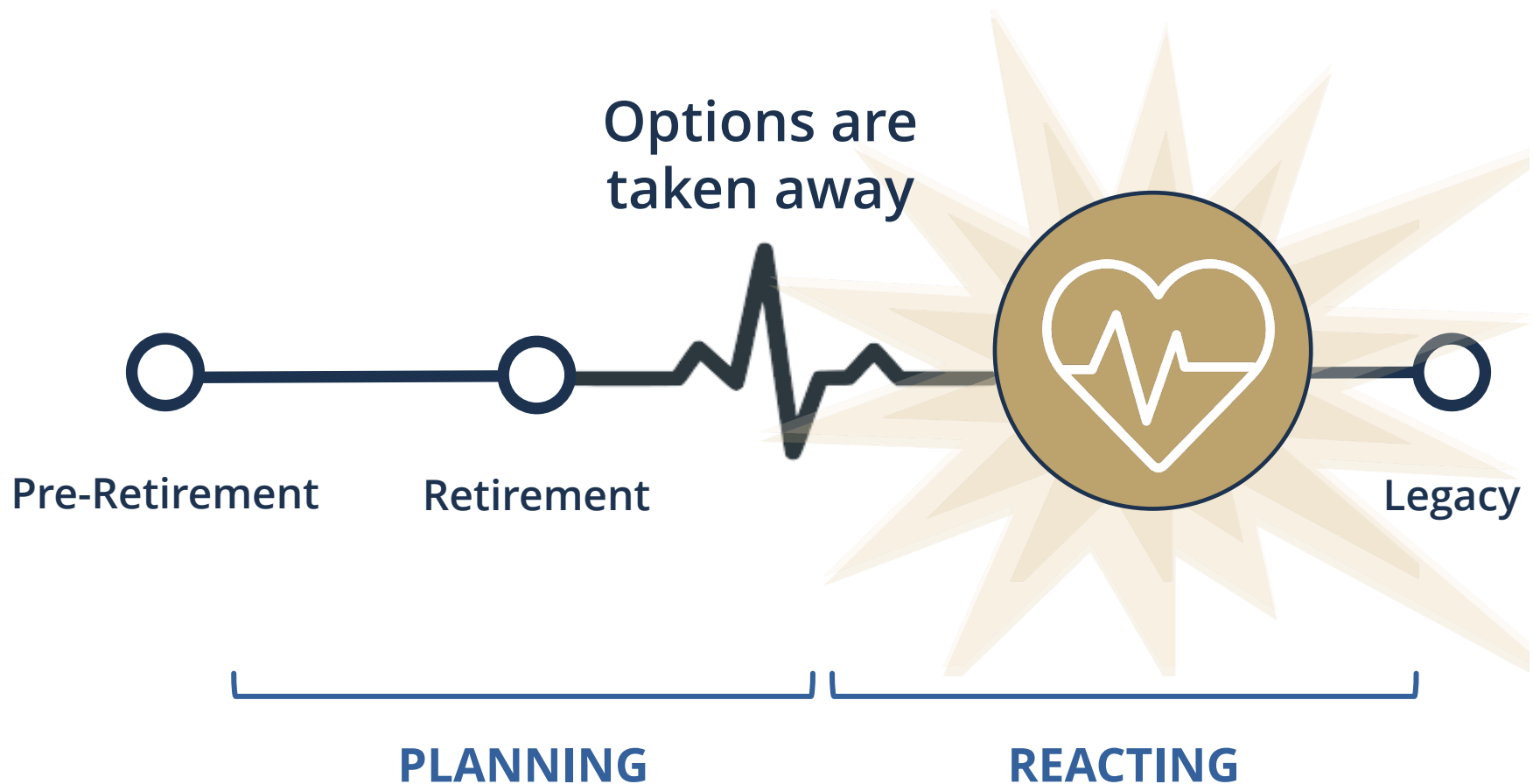
## DECISION MAKING CHALLENGES

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- Not knowing how long will someone live
- Not knowing how much help will they need
- Will they be safe?
- Tendency to procrastinate until more or better information presents itself

# WHAT SENIORS SOMETIMES DON'T REALIZE





## SENIORS SHOULD MAKE A PLAN

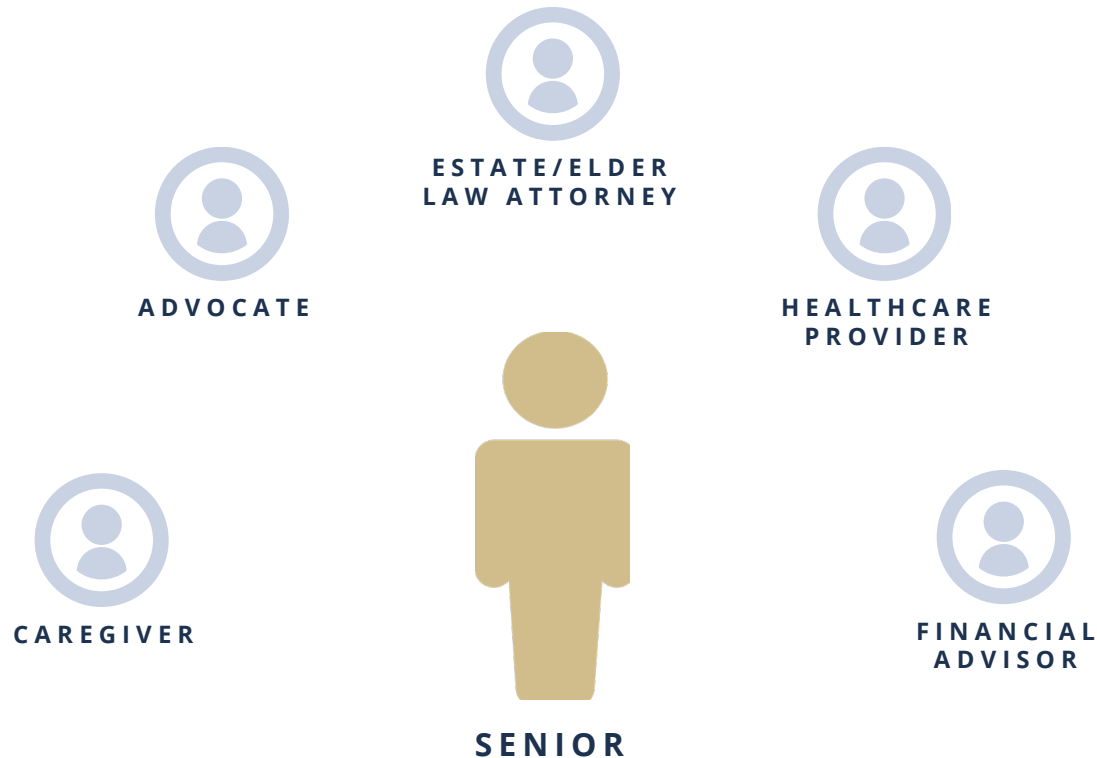
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- ✓ Written down
- ✓ Shared with loved ones
- ✓ Understandable without translation



# SENIORS SHOULD ASSEMBLE A TEAM

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Source: Amy Florian, Corgenius



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# LIFECARE AFFORDABILITY PLAN®

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A plan based on an in-depth  
discovery process of the  
client's healthcare, legal, and  
financial circumstance

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YOUR LOVED ONE NEEDS CARE.  
HOW WILL YOU PAY FOR IT?

LIFECARE AFFORDABILITY PLANNING™

Helping you bridge the gap between the plan of  
care that your healthcare providers recommend  
and your family's ability to pay for it.



# LIFECARE AFFORDABILITY PLAN<sup>®</sup>

## Questions



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