

Timed Outline – 2 hours; 120 minutes

## Why a Plan for Extended Care is an Essential Element in a Wealthy Client's Retirement Portfolio

### **Objective:**

To teach attendees why long-term care insurance is an essential tool that will protect your wealthy client's retirement portfolio so that it can be used for its intended purpose; to maintain their family's lifestyle and keep their ongoing financial commitments during retirement

### **Overview:**

This session will offer a new, counter-intuitive approach to long-term care and long-term care insurance. Rather than focus on the product itself, you will hear straightforward and effective ways to talk to your clients about why they must create a plan for long-term care. The plan is *to remain independent in the community for as long as possible, while preserving the emotional, physical and financial wellbeing of those they love.*

When you try to convince your clients to take action by explaining their *risk* of needing extended care, you will more than likely end up in debate. As when discussing the need for life or disability income insurance, the focus must be on the significant *consequences* to their family and retirement portfolio, if they fail to create a plan to protect them. Once educated, you can offer solutions to help mitigate them.

Wealthy clients generally have significant lifestyles, which mean they carry significant financial obligations. Should care be needed, they will not use their assets to pay; they will use their income. This puts their family's lifestyle at risk. Learn how LTCi will help protect those they care most about, while offering creative tax planning tips for high net worth individuals and their families.

**Part 1:** The serious consequences providing care over an extended period of years will have on your client's family

- The age and financial demographics for having a discussion about extended care **(10 min)**
- Two sets of consequences to the:
  - Emotional and physical wellbeing of caregivers **(10 min)**
  - Retirement portfolio – financial **(5 min)**

**Part 2:** Mitigating those consequences through the creation of a plan

- The purpose of the plan is to allow the client to remain in the community, while protecting those they love **(10 min)**
- Are you an Adversary? **(10 min)**

- Him – Risk – Product
- Are you an Advocate? *(10 min)*
  - Consequences – Family – Plan
- How to advocate for your client and his family *( 5 min)*

**Part 3: What will pay to fund your client’s plan for extended care; a view on working with the affluent**

- Assets vs. income *(10 min)*
- Case study – Alan *( 5 min)*
- Lifestyle and ongoing expenses *(10 min)*
- What long-term care insurance really does *(10 min)*
  - Life insurance
  - Disability income
  - Annuities

**Part 4: Turning long-term care insurance into a tax advantage financial transaction**

- Objections from wealthy clients *( 5 min)*
- Using a return of premium rider *(10 min)*
- Case study – Wealthy New York investor *(10 min)*
  - If long-term care insurance is used
  - If long-term care insurance is not used
  - Using an IRA to pay for care

***Total 120 minutes***