

What if I pay for Long-Term Care insurance and never use it?

Paying for something you're never intending to use would be wasteful. Who would do it?

The truth is there's only one instance when you make a decision to pay for something you're hoping never to use . . . insurance.

If you think about it, you have car insurance but you avoid accidents. You insure your home but you would rather never have storm damage, a fire or a flood. You have health insurance but you hope you don't get sick. Insurance is something we buy with the unspoken hope we'll never really need it. But, it's smart to have it.

It's also smart to have Long-Term Care insurance because if you have an accident, suffer a stroke or have a debilitating illness like Alzheimer's disease, the cost can be enormous. Who'll pay? Will your loved ones be forced to care for you?

Long-Term Care insurance is something you and I hope we'll never need. But it's smart to have it, because without it we're not protected from one of the largest risks we face.

According to the American Association for Long-Term Care Insurance, last year some 400,000 individuals bought new coverage. Benefits paid to thousands totaled \$3.5 Billion. One individual policyholder was paid over \$1 million from their Long-Term Care insurance policy.

You probably assume you can apply and get insurance protection when you are older and closer to actually needing care. The problem is, it will cost more and you might no longer meet required health qualifications. Not everyone can "health qualify" for Long-Term Care insurance protection. One out of 10 people who apply between the ages of 50 and 59 are declined. Those declined almost doubles for individuals 60-69 and it's 43% declined for those age 70 and older.

I believe in plain talk about Long-Term Care planning:

- Living a long life is likely
- Planning for it is necessary
- If you think the government will pay while you have assets, think again
- To buy coverage later will cost more
- Long-Term Care insurance pays

Call me today for no-obligation information and answers to whatever questions you have.

May God bless you and your family,

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