

# Did You Know...

## Changing the way we view long-term care insurance

Many people feel that traditional Long-Term Care insurance policies are expensive, lacking in guarantees and inflexible to life's changing needs. In addition, most policies do not offer a benefit for situations where long-term care isn't needed.

### The Hybrid Approach

By providing a benefit, regardless of what happens in the future, Asset-Based Long-Term Care insurance solutions offer a hybrid approach to protect you and your loved ones from the high, unexpected costs that arise due to a long-term care event. This hybrid approach offers the security of an insurance plan, but the feel and flexibility of a balance sheet asset.

*The illustration below highlights the key features of an Asset-Based LTC Policy.*



#### Use it for LTC

If you do need care, you have an enhanced, tax-efficient LTC funding account. \*



#### Provide a Death Benefit

If care is never needed, Asset-based LTC policies provide a benefit to your beneficiaries. \*\*



#### Change Your Mind

There is a guaranteed cash value if you decide to quit the plan \*\*\*

What kind of impact would you and your loved ones experience if you were to have a long-term care event?

How would you fund such an event?

Call me today to discuss how we can implement a smart, efficient protection plan for you and your family.

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\* LTC withdrawals are generally income tax-free under IRC Section 104(a)(3). Funding may be through reimbursements or cash indemnity, depending on underlying product allowance, and all LTC withdrawals are subject to the monthly/annual maximum amount.

\*\* Beneficiaries may receive an income tax-free death benefit under IRC Section 101(a)(1). For annuity LTC policies, gains within policy may be taxable to beneficiaries as ordinary income.

\*\*\* Partial withdrawal of premium or full surrender of the policy may result in a taxable event and the owner should consult his/her personal tax advisor regarding this and other applicable tax matters. Benefits are generally paid income tax-free under Internal Revenue Code Section 104(a)(3). Surrender charges may apply for early withdrawals and, if made prior to age 59 1/2, may be subject to a 10% federal tax penalty in addition to any gains being taxed as ordinary income. Guarantees are based on the claims paying ability of the issuing company. Long-Term Care Insurance or Asset-Based Long-Term Care Insurance Products may not be suitable for all investors. Your assets may not be sufficient to cover all of the costs associated with long-term care. Additionally, long-term care insurance may provide certain protections that asset based long-term care does not. Securities offered through Raymond James & Associates, Inc., and are not insured by any financial institution, the FDIC/NCUA or any other government agency, are not deposits or obligations of the financial institution, are not guaranteed by the financial institution, and are subject to risks and may lose value. Please consult with a licensed financial professional when considering your insurance options.