



# Long-Term Care: *What You Need To Know*



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# Panelists

## Chris Cooper

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## Karen Henderson

Founder and CEO of the Long Term Care Planning Network  
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Moderated by **Dorothy Hinchcliff**

Managing editor, *Financial Advisor* magazine  
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# A Growing Need For Long-Term Care

- The average life span is expected to extend another 10 years by 2050
- By 2030, the number of people 65 and older is expected to reach 71 million and the number 80 and older is expected to reach 19.5 million

*Source: Centers for Disease Control*



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# What Advisors/Clients Should Know About Incapacity

- What it is
- What it looks/sounds like
- Normal aging vs. dementia
- What a client can do about a family member's suspected incapacity



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# Women Are More Affected By LTC Issues

- They are more likely to be unpaid caregivers
- They are more likely than men to enter a nursing home



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# How You And Your Clients Can Take Charge

- Understand long-term care and the consequences of not planning
- Decide who you can count on for help
- Learn what your community has to offer
- Make sure home remains a good fit
- Discuss options in advance with family members



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# LTC Legal Issues

- Establish clear legal directions
- Look out for theft through misuse of powers of attorney
- Be ready to deal with financial institutions and inconsistent state laws



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# Talking to Clients About Long-Term Care

- Start the conversation
- Hold a care planning/family meeting
- Reach a consensus
- Continue communications



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# Ask Questions Of Our Panelists

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Thank You for Attending

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A recording and the slides  
of this presentation will be available  
at  
<http://www.fa-mag.com/ltcdec>



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