

# What's the Best Fit?



## LONG-TERM CARE INSURANCE

Protect your assets from an extended health care event.

### PROS:

- Inflation Protection.
- Care Coordination  
"Concierge Healthcare" Benefit.
- Maximize long-term care insurance leverage while minimizing premium commitment.
- Tax deductible for business owners.
- HSAs.

### CONS:

- Premiums not guaranteed.
- "Use it or lose it" premium (no chase value or return of premium).



## ASSET-BASED HYBRID

Protect your assets and retirement savings from an extended health care event while retaining maximum flexibility.

### PROS:

- Standardized benefit trigger.
- 1035 exchanges.
- Tax advantages.
- Maximizes flexibility and provides a substantial benefit for a long-term care insurance event.
- Flexible payment options.
- Return of premium.
- Guaranteed premiums.
- Life insurance and LTC benefits.

### CONS:

- Opportunity cost (if single premium option is selected).
- Not the same tax advantages for business owners.



## LIFE INSURANCE

Maximize your death benefit while retaining moderate flexibility.

### PROS:

- Largest death benefits.
- Relatively low premium cost for rider.
- Better suited to pay for benefits on a monthly basis, if needed.

### CONS:

- If LTC is needed, reduction of death benefit.
- No return of premium.
- Benefit triggers not standardized.
- Benefits determined at claim time.
- No inflation protection.



## FIXED OR INDEXED ANNUITIES

Long-term care options late in life with potential health concerns.

### PROS:

- Limited or no medical underwriting.
- 1035 exchange tax advantage could turn tax-deferred growth to tax-free LTC payments.

### CONS:

- Limited or no inflation protection.
- Typically no care coordination.
- No tax advantages for business owners.



## SELF FUNDED

Access to money now.

### PROS:

- Zero up-front costs while retaining liquidity.

### CONS:

- Not a health care plan.
- No care coordination benefit.
- Tax timing consequences.

