

# **Cunningham**

## **INSURANCE**

*Serving Our Clients for Over 60 Years*

### **Important Information about Long Term Care**

**Myth:** Long Term Care is paid for by Medicare.

**Fact:** Many Americans are surprised to learn that Medicare and most health insurance plans, including Medigap policies (Medicare supplemental insurance), do not cover long-term care.

**Myth:** Long Term Care is not that expensive.

**Fact:** While costs for nursing home care vary widely, they average about \$6,350 a month. LTC can cost approximately \$60,000 to \$70,000 a year, or more. People who receive long-term care services at home spend an average of \$1600 a month.

**Myth:** I can easily handle the expense of Long Term Care from my investments.

**Fact:** You can plan to cover the cost of long-term care you may need in the future with: savings plans, annuities, certain life insurance policies, and reverse mortgages. However, experts unanimously agree that the most cost effective way is to cover the costs of LTC is with a good Long Term Care Policy. The fact is that more than 50% of Americans are expected to need some form of long-term care at some point in their lives.

**Myth:** I can wait to purchase a Long Term Care policy later.

**Fact:** Waiting is the worst way to deal with an issue like Long Term Care. Additionally, the longer you wait, the more the coverage costs. Or, even worse, you may not be insurable in the future. People are living substantially longer than they were just 20 years ago. With the increase in medical technology, imagine how long we are going to live just 20 years from now!

### **Steps you can take now**

1. Think about how much of the cost of long-term care you could afford from your own resources.
2. Talk with an independent Certified Financial Planner® for more information about putting together a complete plan of attack.

At the Cunningham Agency we feel that this is such an important matter that we have made arrangements to have a Certified Financial Planner® review, evaluate and recommend a plan that is custom tailored to your individual situation; just call us at 631-283-2220 or complete and return the form on the reverse side.

**I am interested in meeting with a Certified Financial Planner® to review, evaluate and recommend a Long Term Care plan that is custom tailored to my individual situation.**

**My name is** \_\_\_\_\_

**My phone number is** \_\_\_\_\_

**Best time to call** \_\_\_\_\_

**I currently**

- Do** have long term care
- Do **NOT** have long term care

**Marital Status:**

- Married
- Single
- Widowed
- Divorced

**NOTE: You may complete as much or as little as you'd like of the following information to start the process..... Further information, as needed, can be secured at a later date.**

**Height:** \_\_\_\_\_

**Spouse Height:** \_\_\_\_\_

**Weight:** \_\_\_\_\_

**Spouse Weight:** \_\_\_\_\_

**Client – Use nicotine?**  Yes  No

**Spouse – Use nicotine?**  Yes  No

If you have quit smoking, how long has it been? Client: \_\_\_\_\_ Spouse: \_\_\_\_\_

**Client hospitalized in last 10 years?**  Yes  No

Details: \_\_\_\_\_

\_\_\_\_\_

**Spouse hospitalized in last 10 years?**  Yes  No

Details: \_\_\_\_\_

\_\_\_\_\_

**Medications currently being taken:**

**Client:** \_\_\_\_\_

\_\_\_\_\_

**Spouse:** \_\_\_\_\_

\_\_\_\_\_

**Mail To:**  
**Cunningham Insurance**  
**88 Main Street, Southampton, New York 11968**  
**631-283-2220                      Fax 631-283-5713**  
[www.cunninghamagency.com](http://www.cunninghamagency.com)