

The Fundamentals of Long-Term Care

What is long-term care?


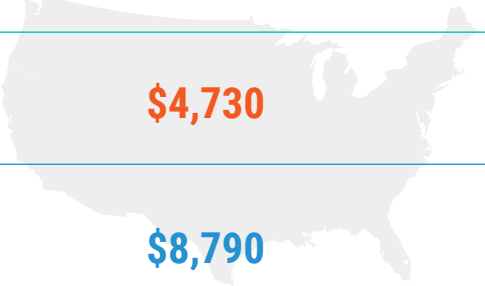


Long-term care is a range of services and supports you may need to help meet your personal care needs. Most long-term care needs do not relate to medical care aid, but rather assistance with the **Activities of Daily Living (ADL)** such as:

Bathing	Dressing	Caring for incontinence
Using the toilet	Transferring	Eating

A long-term care solution may help you cover the costs if you lose your ability to independently perform at least two activities of daily living for at least 90 days or require substantial supervision due to a severe cognitive impairment.

What are the costs?†

When planning for long-term care, it's important to consider the costs associated with the type of care you may want, which may vary based on the level of care offered, location and quality of the facility.

Long-term care services	National monthly average cost¹
 Home care May be part or full time, depending on an individual's needs.	 \$4,160
 Assisted living*² Designed to assist those with minimal needs and keep them as independent as possible.	\$4,730
 Skilled nursing home⁴ Offers temporary or permanent services for those who need more medical-based care, such as a rehabilitation or help with respirators.	\$8,790

How do you protect against the cost of long-term care? Implement a hybrid long-term care funding solution.



Hybrid life/long-term care solutions are life insurance policies with an optional qualified long-term care insurance rider. Key advantages of these types of products include:

- If you do need care, you have a tax-efficient, dedicated funding source, designed to meet your needs.
- However, should you not need care, you're able to give your family a legacy through a death benefit.
- And, if you change your mind, you're able to get money back.²

†Subject to a plan of care prescribed by a licensed health care practitioner.

*Note that in California this type of facility is licensed as a residential care facility.

¹LTCG, "2019 Lincoln Financial Cost of Care Survey," March 2018, <https://www.whatcarecosts.com/lincoln>. For a printed copy, call 877-ASK-LINCOLN. All averages shown in the chart are from this survey.

²Long-term care reimbursements are generally income tax-free under IRC Section 104(a)(3).

³Cost based on a one-bedroom facility, from survey noted in 1 above.

⁴Cost based on a private room, from survey noted in 1 above.

What are the benefits of planning for long-term care?



Rest assured
knowing you have a strong,
proactive plan customized
for your needs



Deliver care coverage
and legacy protection



Prevent your family
from reactively guessing at your
care preferences, or needing to
become your caregiver



**Safeguard your
retirement**
dollars from the rising
costs of care⁵



Discover how to add a hybrid long-term care solution to your retirement plan. Talk with your advisor today.

⁵ Inflation protection option; additional cost applies.

Insurance products issued by:

The Lincoln National Life Insurance Company

All guarantees and benefits of the insurance policy are subject to the claims-paying ability of the issuing insurance company. They are not backed by the broker-dealer and/or insurance agency selling the policy, or any affiliates of those entities other than the issuing company affiliates, and none makes any representations or guarantees regarding the claims-paying ability of the issuer. Products, riders and features are subject to state availability. The insurance policy and riders have limitations, exclusions, and reductions. Check state availability. Long-term care benefit riders may not cover all costs associated with long-term care costs incurred by the insured during the coverage period. Accelerated death benefits may be taxable and may affect public assistance eligibility.

Policies:

The purpose of this communication is the solicitation of insurance. An insurance producer or insurance company will contact you. The policies contain exclusions and limitations, please contact your Lincoln representative or the insurance company for costs and complete details. Hybrid policies are universal life policies with optional long-term care benefit riders. The policies and riders have exclusions, limitations, and reductions. For questions contact the insurance company.

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