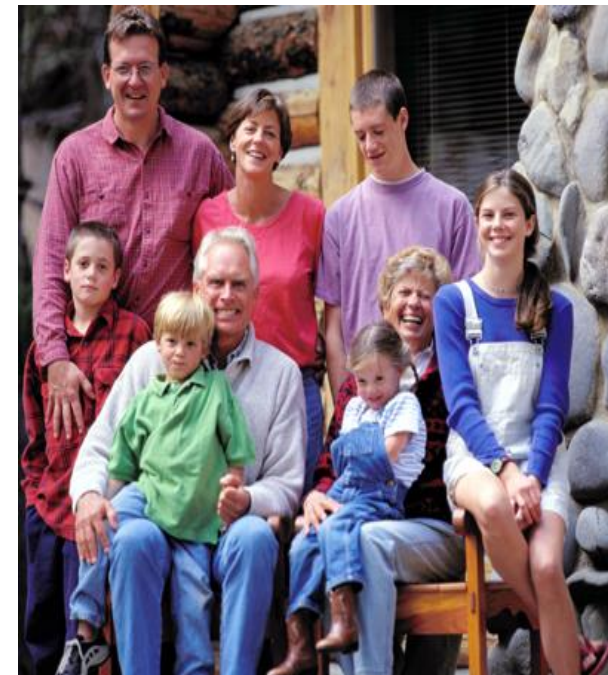




**Your Family!**





**Independence and Dignity**



# Are You Prepared To Assume The Risk?



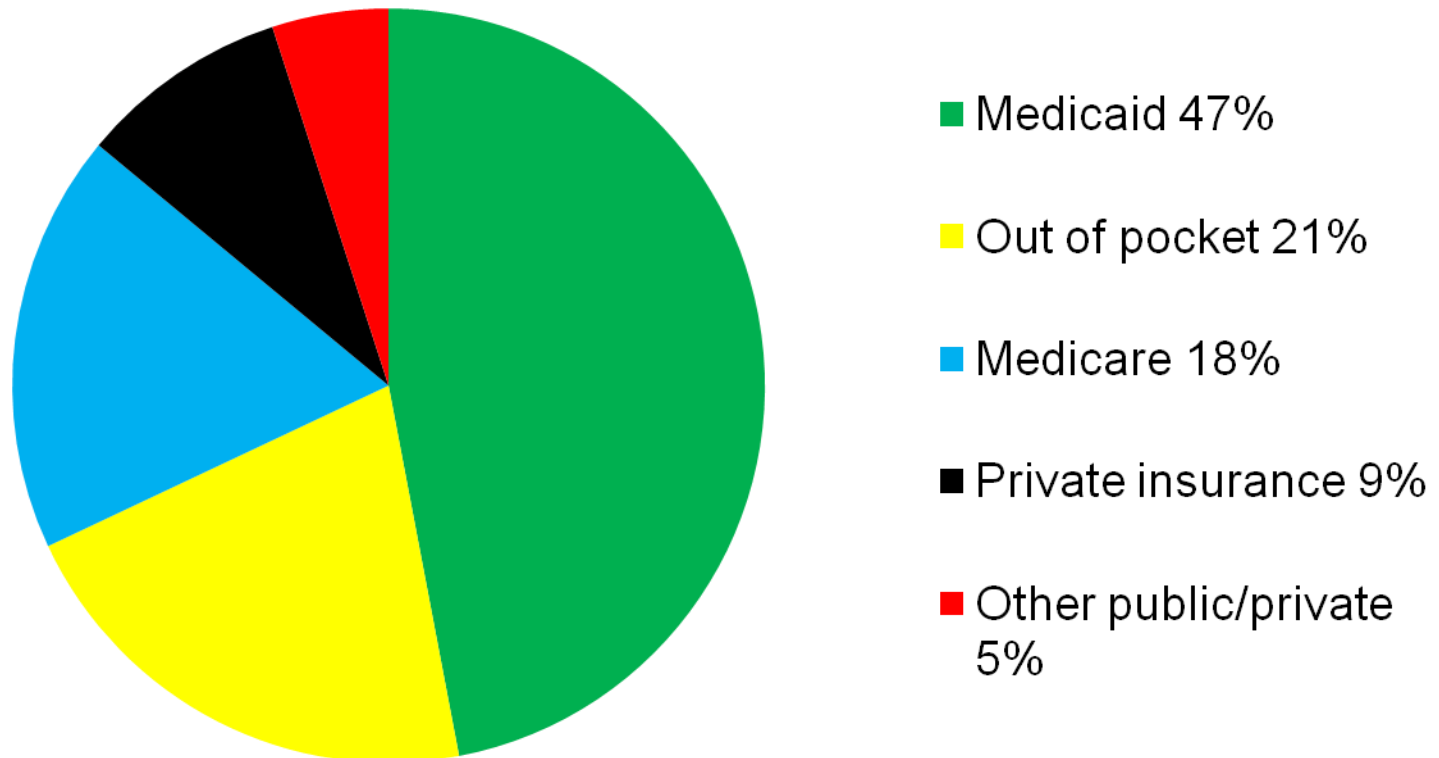
**Most financial advisors say that Americans are woefully unprepared to provide Long Term Care for either themselves or a loved one, even those with incomes of more than \$100,000. Most people wait 10 years longer than they should to even begin planning for Long Term Care.**

**The ideal time to plan for long term care is when you are 50. Yet most people wait until they are in their 60's. Procrastination is a big reason, while underestimating the cost and/or overestimating the sufficiency of assets are other reasons.**

**Yet the number one reason is the unwillingness to think about the issue of Long Term Care...the thought that "it won't happen to me."**

# “Who will pay” if and when you need care?

Who is paying now.



**Choices**

**Age  
18-75**

**Shared Care  
or Discount Plans**

**Benefit Duration  
3,5,10**

**Types of  
Plans  
Comprehensive  
or NHO**



**Elimination  
Period 30,90,180**

**Daily Benefit  
\$50- 500**

# COST !

## Average Costs for Daily Nursing Home Care per State\*

<b>North Carolina</b>	<b>\$203/205 SP/PVT</b>
<b>California</b>	<b>\$238/285</b>
<b>Nevada</b>	<b>\$229/246</b>
<b>South Carolina</b>	<b>\$185/200</b>
<b>New Mexico</b>	<b>\$201/227</b>
<b>Colorado</b>	<b>\$217/252</b>
<b>New York</b>	<b>\$340/358</b>
<b>National Rates</b>	<b>\$ 212/240</b>

**Nursing home care over  
\$83,000 a year!**

**Can you afford to pay  
out of pocket for long  
term care?**

**20 years of premiums,  
could be less than 1 year  
cost of a nursing home.**

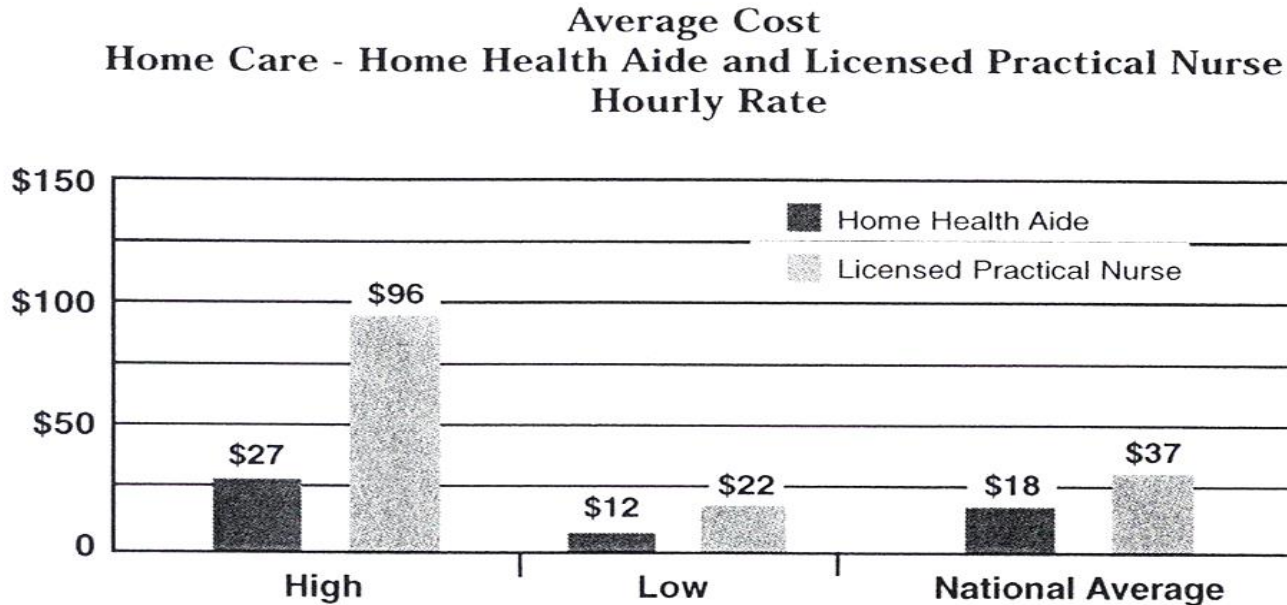


\* Genworth 2014 survey

# Designing a Comprehensive Plan

KofC pays 100% DB for Home Care some plans 50%

9 hours of care a day at home while the CS or unpaid caregiver is at work



States hourly rate by survey  
applied to chart.

For the state of IL

LPN=37

HHA=18

Doctor ordered 2 hours of Skilled Care

LPN 2hrs=74

HHA 7hrs=126 Total= \$200 for 9 HRS ONLY

Versus \$159 a day @ Nursing Home for 7/24

# Benefit Triggers

- 6 Activities of Daily Living (ADLs)

Eating  
Continence  
Transferring  
Toileting  
Dressing  
Bathing

OR

- **Severe** cognitive impairment





# Medicare does not pay for most LTC

**Medicare** pays only for medically necessary skilled nursing facility or home health care. You must meet certain conditions for **Medicare** to pay for these types of care when you get out of the hospital. Most long-term care is to assist people with support services such as dressing, bathing, and using the bathroom. **Medicare** doesn't pay for this type of care, which is often called "**custodial care**".

**Custodial care** is care that helps you with activities of daily living. It may also include care that most people do for themselves.

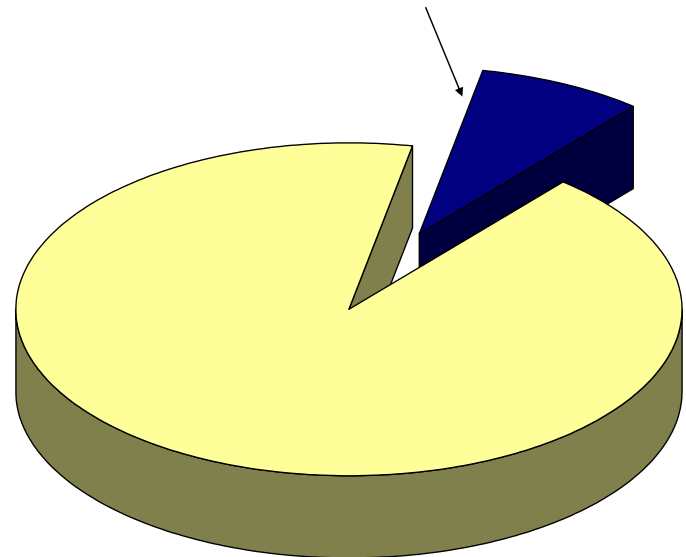
# NOW “Medicare”

- Not intended for long term ---”**BUT**” for acute only
- **72 Hrs hospital stay**
- Days 1–20 all costs 100%
- Days 21-100 after **\$152.00** a day deductible 100% 2014
- Days 100 + “Zero”



Who Pays For Long Term  
Nursing Home Care?

18 % Medicare



# Medicare Supplements

- ❖ Medicare deductibles, co-payments
- ❖ Must qualify  
**(72 hr in hospital)**
- ❖ 1- 20 days: 100%
- ❖ 21-100 days: **\$152.00**
- ❖ 100 + days **“ZERO”**



# Veterans Affairs

Directly discharged from hospital to nursing home, OR Result of service connected disability.

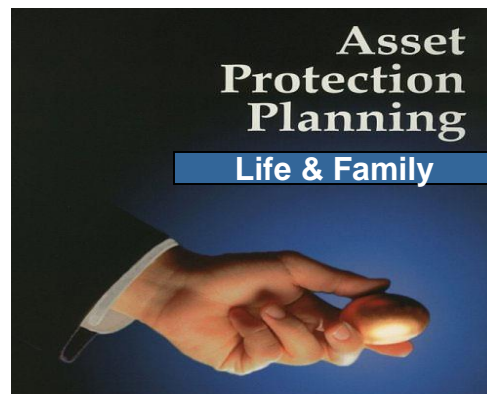
Restricted nursing home benefits.

NO spousal benefits



Basic Pension for Veterans	Maximum Annual Pension Rate (MAPR)	Monthly Rate
Single veteran	\$12,652.00	\$1,038.75
Veteran with spouse or one dependent	\$16,569.00	\$1,380.75
Two veterans married to each other	\$16,569.00	\$1,380.75
Basic Pension for Veterans plus Aid & Attendance	Maximum Annual Pension Rate (MAPR)	Monthly Rate
Aid & Attendance without dependents	\$21,107.00	\$1,758.92
Aid & Attendance with spouse or one dependent	\$25,022.00	\$2,085.17
Two veterans married to each other- both qualify for A&A	\$33,480.00	\$2,790.00
Basic Pension for Veterans plus Housebound	Maximum Annual Pension Rate (MAPR)	Monthly Rate
Housebound without dependents	\$15,462.00	\$1,288.50
Housebound with spouse or one dependent	\$19,380.00	\$1,615.00
If qualified add to any rates above:	Additional Annual Benefit	Monthly Rate
Early war veterans add (Mexican Border War or WWI)	\$2,874.00	\$239.50
Each additional dependent	\$2,161.00	\$180.08
Surviving Spouse Rates	Maximum Annual Pension Rate (MAPR)	Monthly Rate
Widow, no dependents	\$8,485.00	\$707.08
Widow, no dependents with Aid & Attendance	\$13,563.00	\$1,113.50
Widow, no dependents with Housebound	\$10,371.00	\$864.25
For each dependent add:	\$2,617.00	\$218.08

Expenses for long term care are substantial, and can **seriously erode your estate**, quickly undermining the most well-crafted asset protection plan. For those who wish to preserve their estates, reliance on government programs for long term care expenses is **not** an option.





# Affordable Solution!

*Long-Term Care*

Your quality of life is *OUR* commitment.

*Cycles of life.*

KS-14-008

+

**PROVIDER PATHWAY™**  
*Finding care for those you care about*

LONG-TERM CARE AT DISCOUNTED RATES

*This service made available through your relationship with*

**Knights of Columbus INSURANCE**  
*Making a difference for life.*

800-886-7404  
 WWW.LIFEPLANSPROVIDERPATHWAY.COM

# Our Policy

**KofC is a Reimbursement Policy: Pay's LTC expenses only.**

**Your LTC policy has \$150 DB. Home Care cost is \$80 today. KofC will reimburse you for \$80 per day of qualifying services. The remaining \$70 (\$150 per day in coverage minus \$80 paid in benefits = \$70) remains in the pool of money. This could extend the duration of a 3 or 5 years plan.**

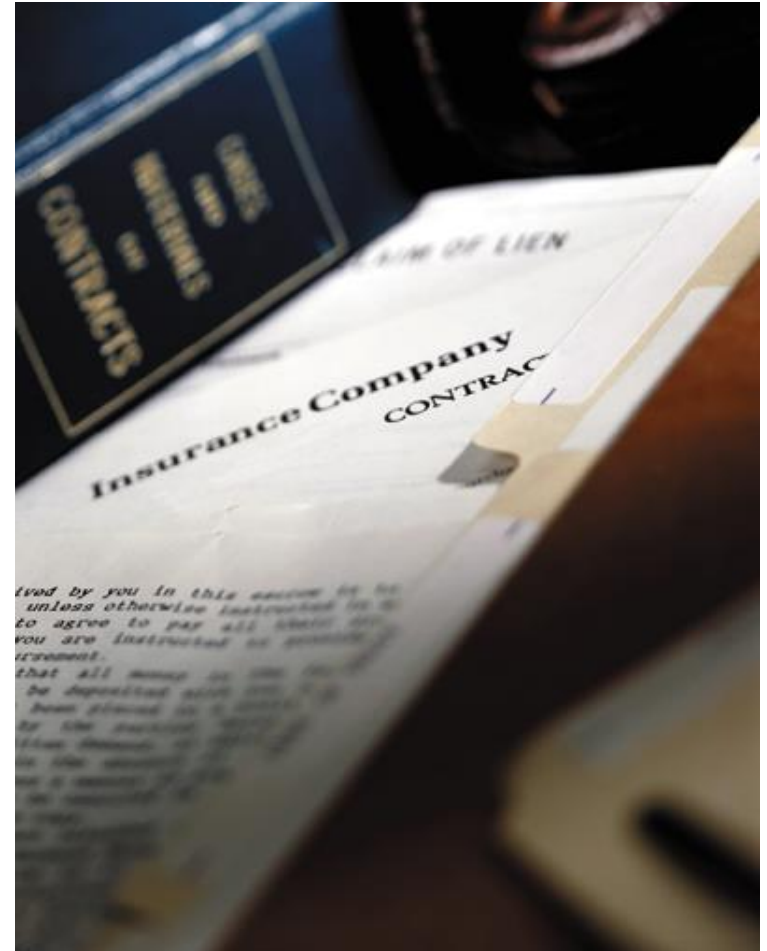
**Home Care cost is \$200 today. KofC would reimburse you for \$150 per day of qualifying services. You would be personally financially responsible for the remaining \$50 a day, if you continue to max out the DB each day of the month.**

**KofC pays on a "Monthly Average", uses calendar day's method, every day of the week would count in determining the elimination period regardless of whether or not you received any services.**

**Therefore you have a \$150 X 30 or \$4,500 monthly maximum, any amount above \$4,500 you pay only.**



- **Guaranteed Renewable**
- **Spousal Discount**  
**15 or 30%**
- **Shared Care Benefit 0%**  
**3 or 5 Year duration only**
- **GPO Benefit**





## Included Features CONTINUED

- Bed Reservation
- Home Modification/Medical equipment
- Respite Care
- Transportation Benefit



# Inflation Rider

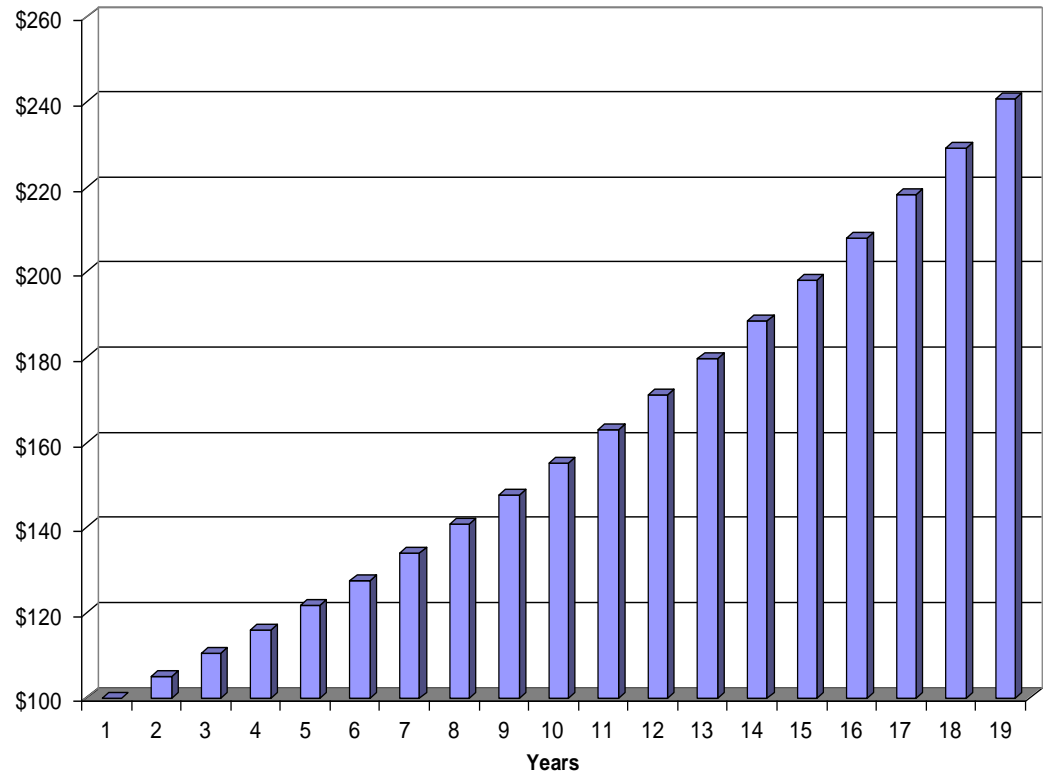
**3% or 5%**

**Additional Premium**



## Inflation Protection Rider

5% **Compounded** Annually



**\*Eligibility** for participation is limited to:

Knights of Columbus Long Term Care Insurance policyholder, their spouses, parents & parents-in-law, and any IRS dependent children.



**LifePlans**  
EXPERIENCE  
QUALITY  
INNOVATION

---

**PROVIDER  
PATHWAY™**  
*Finding care for those you care about*

**LONG-TERM CARE AT  
DISCOUNTED RATES**



*This service made available  
through your relationship with*  
**Knights of Columbus  
INSURANCE**  
*Making a difference for life.*

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[WWW.LIFEPLANSPROVIDERPATHWAY.COM](http://WWW.LIFEPLANSPROVIDERPATHWAY.COM)

**Included Features CONTINUED**



**Added Bonus**

*Finding care for those you care about*

*Save time and money on more than just home health care ...  
the Provider Pathway has expanded its services to become your one stop shop!*



### Hearing Aids

Save hundreds of dollars on all styles of hearing aids from major manufacturers such as: Phonak, Rexton, Siemens, Sonic Innovations, and Unitron. Also save on hearing aid batteries plus audiology exams at 1,400 national locations!



### Diabetic Supplies

Save on all your diabetic equipment and supply needs such as: insulin and syringes, wound care supplies, monitoring supplies (test strips, lancets, and monitors) and therapeutic shoes.



### Skilled Nursing Facilities

Save on skilled nursing facility care from 2,000 providers such as: Beverly Healthcare, Brian Center, Encore Senior Villa, Grace Living Center, Heartland, Kindred, Life Care Center, Manor Care, Mariner Health, NHC Healthcare plus hundreds of others!



### Personal Emergency Response Systems

Save on affordable 24-hour-a-day emergency monitoring for you and your home including smoke detector alerts, medication reminder services, periodic check-in services, and motion sensors that call for help when there's no activity in your home.



### Adult Day Care Centers

Save on adult day care from community-based group programs designed to meet the needs of functionally and/or cognitively impaired adults through structured, comprehensive daytime programs in a protective setting.



### Assisted Living Residences

Save on assisted living residences - some specializing in Alzheimer's care - at almost 1,000 providers such as: Arden Courts, Emeritus, Encore, Hearthstone, Loyaltan, Potomac Homes, Prestige Assisted Living, Village Oaks, and many more.



### Durable Medical Equipment

Save on the rental and/or purchase of major medical equipment, customized and motorized wheelchairs, semi-electric and full-electric beds, patient lifts, and highly technical rehabilitation equipment.

**Included Feature**



**Added Bonus!**

**Discounts up to 50%**



# Underwriting

## **AUTOMATIC UNDERWRITING REQUIREMENTS**

All applicants must complete an application. In addition, applicants who are age 60 and older **must** have had a physician visit within the last 3 years or they will not be considered for coverage until this requirement has been met. Any expenses associated with meeting this requirement are the responsibility of the applicant.

<b>Age</b>	<b>Application</b>	<b>Phone History Interview (PHI)</b>	<b>Prescription check</b>	<b>Face-To-Face Interview (FTF)</b>	<b>Medical Records (APS)</b>
<b>66 and younger</b>	Yes	Yes	Yes	No	No
<b>67-69</b>	Yes	Yes	Yes	No	Yes
<b>70 and older</b>	Yes	No	Yes	Yes	Yes

**A dedicated 800 number has been established for use with the LTC Plus product to order POS assessments – Please call 844-361-3697 prior to leaving the applicants home to set up an appointment.**

\* Based upon information gathered during the application or underwriting process, the underwriter retains the discretion to order additional requirements.

## 2014 tax Deductible Limits for LTCi

Attained age in tax year	Limitation on premiums
Age 40 or less	\$370
Age 41 – 50	\$700
Age 51 – 60	\$1,400
Age 61 – 70	\$3,720
Age 71 and older	\$4,660

"Business owners, especially those with C-Corporations, can deduct the full cost of long-term care insurance protection for themselves and designated individuals, including spouses," explains Slome. "It's not just one of the few remaining tax deductible expenses available to business owners but an outstanding way to pay for post-retirement asset protection."

**10% of AGI - Have them consult their tax person.**



**Backed by full financial strength  
of the Knights of Columbus.  
Tax-Qualified plan.**

***Financial Strength Rated A++ (Superior)***

**Knights of Columbus Earns Top Rating from A.M. Best  
for 39th Consecutive Year**

New Haven, Conn., June 24, 2014 — Citing the Knights of Columbus' strong presence in Catholic communities and its members' loyalty, ratings agency A.M. Best reaffirmed the K of C's rating of A++ (Superior) for financial strength.

**There is no more highly rated Insurer in North America than  
the Knights of Columbus !**

# Will your Gambling without Long Term Care put you in the “RED”!



We cannot predict the future, but **YOU** could eventually need care on a long-term basis. The cost of receiving these services could jeopardize not only your lifestyle, but also the financial security you spent a **lifetime** establishing.