**The Great Income Gap – Financial Planning for Extended Care**

**1-Hour Instructor Led Course**

**Course Synopsis**

There are a number of concerns clients must take into consideration when planning for retirement. This course will focus on the impact of the potential gap between a client’s retirement income plan and the excess costs for extended care.

**Course Objective**

**After completing this course students will be able to:**

* Understand the issues affecting retirement income
* Communicate the current cost of care and the trends impacting future costs
* Understand what long-term care insurance does
* Identify the great retirement income gap
* Explain the three options available to pay for care: Government, LTC Insurance, Self-Funding
* Define the legislation in place that allowed the creation of Asset-Based LTC Insurance and the tax advantages when using non-qualified funds
* How to create and income stream to close the “gap”

**Course Outline**

1. Introduction **2 Minutes**
	1. Accumulation Phase
	2. Distribution Phase
	3. Issues affecting the Distribution Phase
2. Cost of Care **4 Minutes**
	1. Current cost of care
	2. Cost of care with inflation
	3. Trends Impacting costs of care
3. LTC is Another Retirement Expense **4 Minutes**
	1. Impacts income in retirement
	2. The great retirement income gap
	3. How LTC could impact the advisor
4. Ways to Pay for Care **1 Minute**
	1. Government
	2. Self-Funding
	3. Long-Term Care Insurance
5. Government **9 Minutes**
	1. Medicare
	2. Medicaid
	3. Veterans Administration Benefits
6. Self-funding **15 Minutes**
	1. Income pays for care
	2. Implications
	3. Sequence of Return Risk
7. Long-Term Care Insurance **15 Minutes**
	1. Health-Based LTC (Traditional) and its common issues
	2. Asset-Based LTC
		1. Whole Life Insurance Chassis
			1. Configuration
			2. Stability for an uncertain need
			3. HIPAA – 7702B vs 101(g)
			4. LTCi Premium Deductibility
		2. Annuity Chassis
			1. Configuration
			2. 1035 Exchanges
			3. Pension Protection Act
8. Concept Examples **10 Minutes**
	1. Converting existing cash/cash equivalents
	2. Using Earned Income
	3. Repurposing Required Minimum Distributions
	4. Income Rider on existing annuity
	5. Pension Protection Act Compliant Annuity Example
	6. LTCi as an Executive Benefit

**TOTAL TIME 60 MINUTES**