

## Get the Facts

### about Long-Term Care Insurance

#### What is Long-Term Care?

Long-term care is the type of help you need when you're no longer able to do the things you take for granted every day. It's needed when simple things, such as getting out of bed, eating, or even taking a shower, become too difficult to do on your own.

#### Why think about Long-Term Care now?

People may think that they're too young to worry about this type of care, but the fact is, the need for long-term care can happen at any age and at any time, due to an unexpected accident or illness. Long-term care is an issue that's affecting more families than ever before, partly because people are living longer. And as we live longer, we're more likely to develop conditions (such as Alzheimer's) that require long-term care on a regular basis. Relying on your spouse or family member to provide this type of care may not be realistic. The type or frequency of care that is needed may be more than what he or she is able to provide.

Increasingly, more and more families are having to rely on outside, paid help for routine long-term care needs.

#### You can't assume that you're already covered!

While your medical plan and Medicare are valuable, they often don't cover the high cost of long-term care. Unfortunately, many people don't find this out until they're actually faced with a long-term care situation. As a result, many individuals and their families end up paying for long-term care out of their own pockets and risk spending their life savings.

Fortunately, protection is available to help fill the gap left by traditional health insurance.

Long-Term Care Insurance is specifically designed to help protect you and your family from the high costs associated with long-term care.

#### Did you know?

- It is estimated that over 9,000,000 older adults will need long-term care in the year 2005.<sup>1</sup>
- Nearly half of all Americans will need long-term care at some point in their lives and one in five over the age of 50 is at a high risk of needing long-term care in the next 12 months.<sup>2</sup>
- The reported average cost of nursing home care (nationwide) is \$61,600 per year.<sup>3</sup>

<sup>1</sup> "Guide to Long-Term Care Insurance," Health Insurance Association of America, 2002.

<sup>2</sup> "Consumer Information about Long-Term Care: A Guide for Families," National Center for Assisted Living, as of 2003.

<sup>3</sup> "MetLife Market Survey on Nursing Home and Home Care Costs," The Mature Market Institute, September 2004.

**Guaranteed Issue Enrollment Period for Active, Permanent Employees is from April 4, 2005 through May 27, 2005.**

**Watch for more information coming soon!**

# Five Key Reasons to Consider Applying for Long-Term Care Insurance

## It could happen to you...

- The idea that long-term care insurance is just for the elderly is a thing of the past. Sporting accidents, disabling events such as strokes or spinal cord injuries, and disabling diseases such as Multiple Sclerosis, Lou Gehrig's, and Parkinson's can happen to anyone at any age.
- There is over a 70% chance that Americans 65 and older will need some form of long-term care.<sup>1</sup> And consider this — the average life expectancy of Americans today is 77 years.<sup>2</sup>

## You're probably not covered...

- Health insurance plans cover very few long-term care services, if any.
- Disability income insurance replaces a portion of a disabled person's income.
- Medicare pays limited benefits for skilled nursing home care, but not the kind of care you may need for assistance with daily living activities. Medicaid provides benefits for long-term care, but you must "spend" virtually all of your assets. Your choice of facilities may also be very limited.

## Your finances may be at risk...

- The average annual cost of at-home care is over \$23,000 and is expected to jump to \$68,000 by 2030.<sup>4</sup>
- The average annual cost of a nursing home stay is \$61,600 annually and is expected to rise to \$190,000 by 2030.<sup>6</sup>

## You can benefit by taking action...

- Premiums are based on your age (as of your coverage effective date) and do not increase due to changes in your age or health. The longer you wait to apply, the higher your premium.
- A change in your health in the future could disqualify you from coverage if you wait until later to apply.

## You can depend on the company backing this plan: MetLife...

- MetLife has over 130 years of insurance experience and is currently one of the leading providers of Long-Term Care Insurance in the group marketplace.<sup>7</sup>
- MetLife's employer group rates have remained stable for the last 15 years, and in some cases, have even decreased.

1 "Americans Fail to Act on Long Term Care Protection," American Society on Aging, May 2003.

2 "Health United States 2003," National Center for Health Statistics, 2003.

3 MetLife Market Survey of Nursing Home and Home Care Costs, (\$18/hr., five hours a day, five days/week for a home health aide), September 2004.

4 "Can Aging Baby Boomers Avoid the Nursing Home?," Stucki, B. and Mulvey, J., American Council of Life Insurers, March 2001, page 15.

5 MetLife Market Survey of Nursing Home and Home Care Costs, March 2003.

6 "Can Aging Baby Boomers Avoid the Nursing Home?," Stucki, B. and Mulvey, J., American Council of Life Insurers, March 2001, page 15.

7 LIMRA 2002 U.S. Group Long-Term Care Insurance Sales and In force — employer group and association.