

# THE PROBLEM

## THE CURRENT TREND

### FACT

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- According to the US Department of Health & Human Services, about 43% of people age 65 and older today will enter into a nursing home. If you are a woman, your chance of being in a nursing home after age 65 is 50% greater than a man's.
- One out of every two married people who both reach age 75 will spend some time in a nursing home.
- Percentage of people over 85 with Alzheimer's: 50%
- Average life span after onset of dementia: 8 years
- The cost of long term care is high – well beyond the reach of most people. For example, nursing home care can range from \$35,000 to \$80,000 a year. The national average is currently \$56,000 a year.
- Long term care costs are also rising at about 6% - which is double the general inflation rate of roughly 3%.
- Medicare does not pay cost of custodial care.

COST OF CARE TODAY VS. TOMORROW @ 6% MEDICAL INFLATION				
\$100/day benefit	1 Year	3 Years	6 Years	10 Years
Cost of Care Today	\$ 36,500	\$ 116,161	\$ 254,558	\$ 481,055
Cost Tomorrow (20 years)	\$ 110,434	\$ 351,577	\$ 770,310	\$1,455,602

### QUESTION:

If there was a 43% chance your home would catch fire within the next 20 years would you insure it? – Of course!!