

Long-Term Care Insurance

Coverage for what
comes next.



**YOUR EMPLOYEES PROBABLY
DON'T THINK ABOUT
NEEDING LONG-TERM CARE
(LTC), ESPECIALLY IF THEY
FEEL YOUNG AND HEALTHY.
BUT NOW'S EXACTLY THE
RIGHT TIME FOR YOU TO HELP
THEM PLAN FOR THE FUTURE.**

YOUR GREAT EMPLOYEES DESERVE A GREAT LTC INSURANCE PLAN.

Baby boomers and successive generations will enjoy unprecedented longevity compared to previous generations. The upside is obvious. But there's a downside — the number of chronic health conditions that can require costly LTC. NFP can help you protect the financial future of your employees – and your business – with an affordable employer-sponsored LTC insurance program that:

- **Protects their retirement plan.** An ounce of prevention now can avert the disaster that an LTC episode can bring to financial portfolios.
- **Gives them a choice about care.** Although Medicare and Medicaid pay for some LTC costs, coverage may be limited.
- **Eases the burden on their family members.** LTC insurance allows family members to be involved in the caregiving process without being the primary provider.

WHAT BENEFITS YOUR EMPLOYEES BENEFITS YOU.

When your employees are able to plan for the possibility of needing LTC, your company benefits, too. LTC insurance helps protect productivity among employees who are working caregivers — and helps contain health insurance costs. And your employees want you to offer the solution. Studies show that 59 percent of employees strongly prefer buying their insurance at their workplace.¹ By offering it, you can fill the gap in your benefits portfolio, making it easier to attract and retain top talent.

PLANNING MADE SIMPLE.

LTC Insurance can be a complex financial planning product. That's why we're here to guide you through the various options and lead the implementation process. We'll help you find a plan and provide a benefit to your employees that will help them protect their lifestyles and retirement plans.

Corporate LTC Insurance programs have many advantages, including:

- Simplified issue coverage
- Corporate discounts
- Unisex rates
- Dedicated account management
- Online enrollment
- Call center support
- Premium deductibility for employers
- Premiums are usually not treated as income to employees
- Income tax-free benefits
- Ability to carve-out a select class of employees

WHY "LATER" IS TOO LATE

LTC is costly to your employees in expenditures and lost income, and places a huge burden on most families who need it. In fact, health and disability insurance don't even cover LTC costs. Medicare isn't always the answer, either. For most, it's an out-of-pocket expense that drains retirement savings. Look at the stats:

70%

Americans 65 and older who will need LTC assistance.²

\$91,000

Average national cost for one year in a skilled LTC facility.³

\$15,600

Average annual Social Security benefit for retired workers.⁴

\$165,000

Average 401(k) balance.⁵

\$33 billion

Annual amount of employer productivity lost due to LTC claims.⁶

It's important for you to help your employees understand that LTC insurance is more affordable to them during their working years rather than later.

Long-Term Care Insurance — And a Whole Lot More

At NFP Corp., our solutions and expertise are matched only by our personal commitment to each client's goals. We're a leading insurance broker and consultant that provides employee benefits, property & casualty, retirement, and individual insurance and wealth management solutions through our licensed subsidiaries and affiliates. Our registered investment advisers and broker-dealers empower independent financial advisors with integrated technology, subject matter expertise and a suite of customized services.

NFP has more than 3,600 employees and global capabilities. Our expansive reach gives us access to highly rated insurers, vendors and financial institutions in the industry, while our locally based employees tailor each solution to meet our clients' needs. We've become one of the largest insurance brokerage, consulting and wealth management firms by building enduring relationships with our clients and helping them realize their goals.

For more information, visit www.nfp.com.

LOOKING TO FILL THE GAP IN YOUR EMPLOYEE BENEFITS PORTFOLIO WITH AN LTC INSURANCE PROGRAM THAT FITS YOUR COMPANY? NFP HAS YOU AND YOUR EMPLOYEES COVERED.

Contact us to get started.

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Sources:

- 1 "What is \$1 Billion an Hour Worth? Navigating the Employee Benefits Marketplace." LIMRA. 2011.
- 2 U.S. Department of Health and Human Services. longtermcare.gov.
- 3 Genworth. "Genworth 2015 Cost of Care Survey."
- 4 Social Security Administration. Master Beneficiary Record, 100 Percent Data. November 2014.
- 5 CNN Money. Melanie Hicken. "401(k) Balances Hit Record ..." Feb. 13, 2014.
- 6 Genworth. "Genworth 2012 Cost of Care Survey."

Long term care insurance services provided through LTCI Partners, LLC, a subsidiary of NFP Corp. (NFP).

