

## **Long Term Care Insurance** **(1 Hour; 28 Pages of Text)**

- 1) Introduction
- 2) Is Long Term Care Insurance Right for Your Clients?
  - a) Is LTCI for the client or the heirs?
- 3) What Advisors Need to Know About LTCI
  - a) What is Long Term Care?
  - b) Who Pays for Long Term Care?
  - c) Why Do Clients Need Long Term Care Insurance?
  - d) What is Long Term Care Insurance?
  - e) How Much Does Long Term Care Insurance Cost?
  - f) Designing the Long Term Care Policy to Meet Your Client's Needs
  - g) What Should I Look for in a Long Term Care Insurance Company/Product?
  - h) What Type of Coverage Should a Client Buy?
  - i) How Does the Client Receive Benefits?
  - j) Which Daily Benefit Should a Client Select?
  - k) When and Why is Inflation Protection Appropriate?
  - l) What Length of Coverage Should a Client Buy?
  - m) What Elimination Period Should a Client Select?
  - n) How Important is a Non-Forfeiture Option?
  - o) Long Term Care Insurance Premiums
  - p) What Special Benefits are Available for Married Couples?
- 4) Sample Policy
- 5) Tax Planning with LTCI
  - a) Won't the Government cover these Long Term Care Costs?
  - b) I Do Not Think I Will Need It
  - c) The IRS Gives Us a Break
  - d) C-Corporations
- 6) Would Your Clients Purchase Long Term Care Insurance if it were Free?
  - a) Solution
  - b) State Incentives
- 7) Asset Based Long Term Care
  - a) Asset-Based Strategy
  - b) Money-Back Guarantee
  - c) Qualified-LTCI Benefit
  - d) Complete-LTCI Benefit
  - e) Highly Rated Carrier

## Outline for the CWPP™ Certification Course

- 8) Conclusion on LTCI
- 9) Glossary of Terms