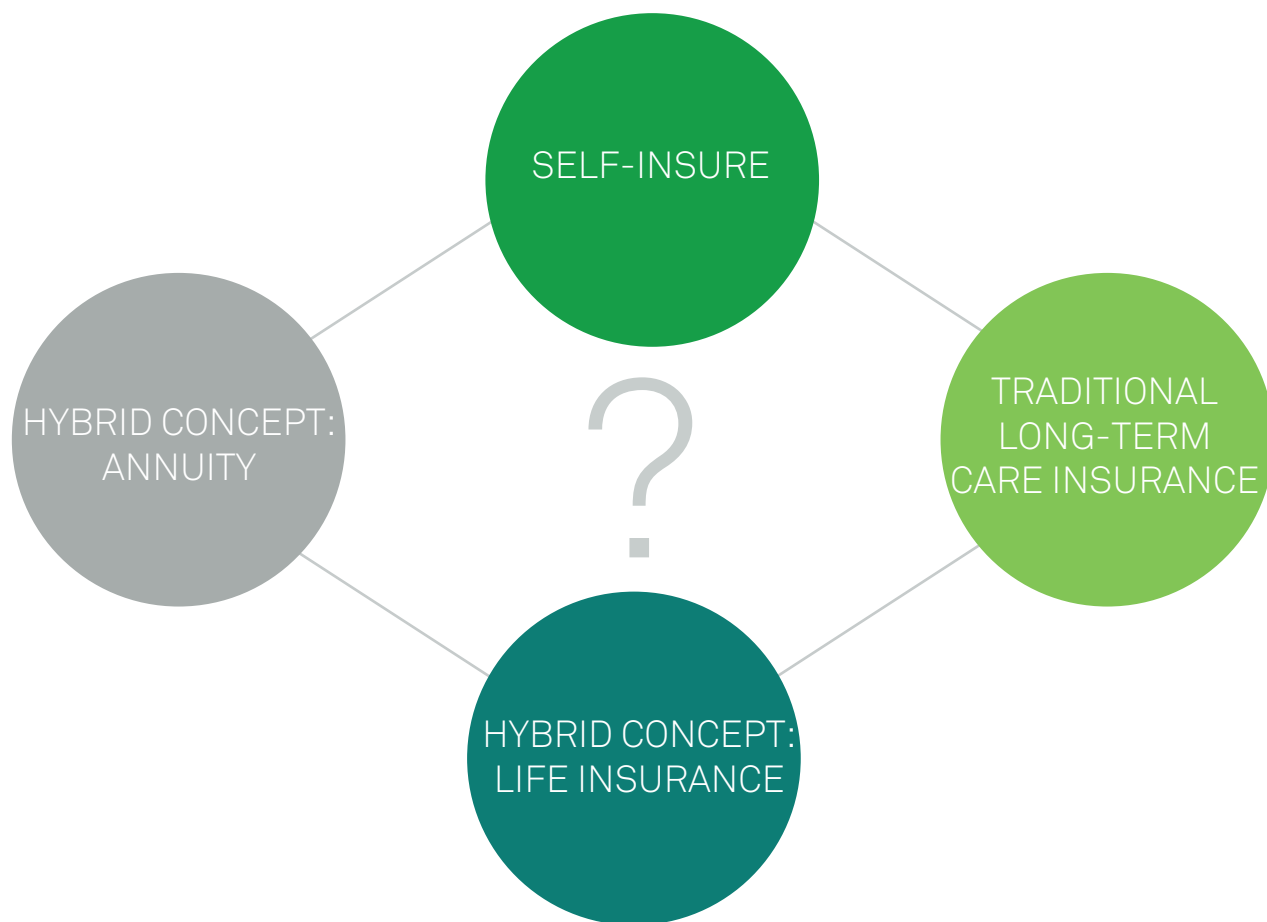




YOUR SECOND GROWTH

UNDERSTANDING YOUR LONG-TERM CARE OPTIONS

While we know discussing long term care is not a fun topic the reality is it affects a large percentage of the population and depending on where you live the cost of care can be very high. At Cypress Wealth Services , we are dedicated to educating you on all areas that affect you and your financial life. Understanding your long term care options is important to helping you address this potential risk and how it may affect you, your money, and at times, family dynamics. This piece is not designed to answer every question but rather start a conversation. Your family history, financial situation, and health will be important components in helping you build the right plan for you. Each of these options has its advantages and disadvantages and should be addressed with your advisor.



Self-Insure

- You pay all long term costs from your income, investment accounts, home equity, etc. Medicare does not provide Long Term Care benefits.
- If you never need care this was a good decision. If you need care this decision may be costly.
- In the event of needing care, have a health care plan in place.

Traditional Long -Term Care Insurance

- You pay premiums for a long term care policy. Premiums are based on age, health, and benefits selected. You must qualify for insurance through an underwriting process.
- If you need long term care this was a good decision. If you don't need care this decision may be costly.
- The longer you wait to get insurance the higher the premiums will be.

Hybrid Concept: Life Insurance

- You fund a life insurance policy with a one-time contribution or over a set period of time (e.g. 7 years).
- The policy provides a tax free death benefit, long term care benefits, and in some cases access to the cash value.
- Benefits are based on age, health, and amount you want to fund the policy. You must qualify for insurance through an underwriting process.

Hybrid Concept: Annuity

- You fund an annuity. The annuity is designed to provide lifetime income in retirement.
- If you qualify for care the guaranteed lifetime income will increase. The benefit triggers will vary by company and policy.
- There is no underwriting but fees, surrender charges, and age restrictions should be considered.