



Specializing in planning and insuring for long term care

#### INSIDE THIS ISSUE:

What should I do before I turn 65? 1

Social Security Info 1

Medicare Info 2

Medicare Supplements 2

Medicare supplement vs. HMO 2

Long Term Care Insurance 3

Financial/Tax Info 3

Legal Documents Review 3

## WHEN I AM 64!

The famous Beatles tune asks “will you still need me, will you still feed me, when I am 64?”. These days, Sixty-four year olds should be asking themselves...*how do I ensure, that I'll be secure, before I am 65!*

Sixty-four marks the age when Americans need to register with Social Security and Medicare to initiate benefits. It is also a key time for individuals to revisit their financial goals, insurance needs, legal documents and consider retirement and estate planning issues.

Within the three month period prior to your 65th birthday, you will need to:

1. Apply for Social Security benefits.
2. Consider how Medicare will fit into your plans. Will you still be working and be covered under your employer's insurance plan or will you be retiring?

Does your employer have less than 20 employees? Depending on your answer, you may or may not need to apply for Part B at this time (see page 2).

3. You also have the option of enrolling in a Medicare Supplement plan (often called a Medigap policy) or you can enroll in a managed-care plan (see page 2).

Time also to think about how will you pay for long-term care costs. Nursing home and home health care costs are skyrocketing. Find out how you can cover these costs while protecting your assets (see page 3).

Historically, turning 65 marked the end of one's career. Today, you have many options. Everybody's needs differ and the consultants at LTC America, LLC are available to review your specific situation to ensure that your future is secure.

## SOCIAL SECURITY

Generally, you should apply for retirement benefits three months before you want your benefits to begin. Even if you don't plan to receive benefits right away, you still should sign-up three months before you turn 65. You can apply either in person, online or via telephone. See box insert for contact info.

There are advantages and disadvantages to taking your benefit before your full retirement age. You may start receiving

benefits at age 62. However, as a general rule, early retirement will give you about the same total benefits over your lifetime, but in reduced payments to take into account the longer period you will receive them.

While you may collect benefits for a longer period of time, there are earned income limits until you are 65. Each person's situation is different, so make sure you contact Social Security before you decide to retire.



SOCIAL SECURITY WEBSITE:

[WWW.SSA.GOV](http://WWW.SSA.GOV)

SOCIAL SECURITY 800#:

1-800-772-1213

# MEDICARE AND MEDIGAP SUPPLEMENT PLANS



**MEDICARE WEBSITE:**  
[www.medicare.gov](http://www.medicare.gov)

---

**TELEPHONE:**  
 1-800-MEDICARE

If you are still working and covered under your employer's plan, you will *not* need to apply for Part B at this time. Medicare will be secondary while you are still an active employee. However, if your employer has less than 20 employees, you must check with your benefit specialist.

Once you leave your job, it is imperative that you apply for Medicare Part B, otherwise you may be subject to a waiting period and a possible penalty.

It is wise to have a Medicare supplementary plan to cover excess costs once your coverage from your employer's plan terminates. From the date your coverage terminates, you have 63 days to apply for new insurance without medical underwriting.

Medicare supplementary insurance options include Medigap policies, Medicare managed care plans, like an HMO, or private fee-for-service plans.

For Medigap policies, there is the Open Enrollment Period, a one time only, 6-month period after you enroll in Medicare Part B and are age 65 or older, when you can buy any Medigap policy you want. You will not have to wait for coverage due to pre-existing conditions or be denied coverage.

See the chart below for a listing of the different plans. For more detailed info, refer to the Medicare and you 2003 guide.

## Your Medigap Plan Choices – Medigap Plans A Through J

Medigap policies (including Medicare SELECT) can only be sold in 10 standardized plans. This chart gives you a quick look at all the Medigap plans and their benefits. Read down to find out what benefits are in each plan. If you need more information, call your State Insurance Department.

A	B	C	D	E	F*	G	H	I	J*
Basic Benefits	Basic Benefits	Basic Benefits	Basic Benefits	Basic Benefits	Basic Benefits	Basic Benefits	Basic Benefits	Basic Benefits	Basic Benefits
	Skilled Nursing Coinsurance	Skilled Nursing Coinsurance	Skilled Nursing Coinsurance	Skilled Nursing Coinsurance	Skilled Nursing Coinsurance	Skilled Nursing Coinsurance	Skilled Nursing Coinsurance	Skilled Nursing Coinsurance	Skilled Nursing Coinsurance
	Medicare Part A Deductible	Medicare Part A Deductible	Medicare Part A Deductible	Medicare Part A Deductible	Medicare Part A Deductible	Medicare Part A Deductible	Medicare Part A Deductible	Medicare Part A Deductible	Medicare Part A Deductible
		Medicare Part B Deductible			Medicare Part B Deductible				Medicare Part B Deductible
					Medicare Part B Excess Charge (100%)	Medicare Part B Excess Charge (100%)		Medicare Part B Excess Charge (100%)	Medicare Part B Excess Charge (100%)
		Foreign Travel Emergency	Foreign Travel Emergency	Foreign Travel Emergency	Foreign Travel Emergency	Foreign Travel Emergency	Foreign Travel Emergency	Foreign Travel Emergency	Foreign Travel Emergency
			At-home Recovery			At-home Recovery		At-home Recovery	At-home Recovery
							Extended Drug Benefit (\$3,000 Limit)	Basic Drug Benefit (\$3,000 limit)	Extended Drug Benefit (\$3,000 Limit)
				Preventative Care					Preventative Care

\*Plans F and J also have a high deductible option

Excerpted from 2002 Guide To Health Insurance For People With Medicare. Please see publications for more info.

### A PERSONAL NOTE FROM JERIE CHARNOW

As an advocate and care manager with almost three decades of experience in this area,

I strongly believe that a Medigap Supplement policy is the best option.

These policies give you freedom of choice, direct access to doctors and laboratory tests without a gatekeeper, without the need for a referral and without the limitation of a

provider network. Any other choice, while possibly less expensive and with the lure of less paperwork, actually provides less coverage. With this freedom of choice, if you were to become ill, your care will often be superior and the outcome of your illness given a far better chance

of success.

While all carriers may offer the same plans A through J, prices, and most importantly, service may differ.

At LTC America, LLC we offer only Medigap Supplements. For more info, call 631-393-5039.

## LTC INSURANCE...YES YOU NEED IT!

The costs of long term care are incredibly expensive. No matter how well thought out your financial plan may be, there is a big hole in it without LTC insurance.

- 1 in 4 people will need long term care.
- 43% of people over 65 will require long term care services at some point in their lives.
- Full-time home care often exceeds \$55,000 per year in the NY area.
- The annual cost for a nursing home in the NY Metro area is well over \$100,000.

Don't wait...Premiums increase as you age, therefore it will cost you more for every year you wait. Also, you may be able to medically qualify today...how do you know you will qualify tomorrow? While insurance carriers will provide coverage to people with a variety of medical conditions, there are some ailments that will rule you out. Waiting opens you up to the risk of being uninsurable.

LTC Insurance policies are continually getting better.

Many of the newer policies allow you to use an aide of your choice including a family member, pay the full daily amount regardless of expense, provide care management and advisory services and even provide coverage in a foreign country.

With regards to tax issues, New York State provides a credit of 10% of your actual premium starting with tax year 2002.

The federal government allows a medical deduction

for a portion of your premium based on your age. If you have a business there are other tax advantages.

LTC America, LLC represents all the leading carriers. Don't take chances and wait any longer, call LTC America, LLC today at 631-393-5039 to discuss which plan is best for you.

Be sure to join our mailing list for more informative newsletters. Email us at [lcameric@aol.com](mailto:lcameric@aol.com) with your email address.

## FINANCIAL/TAX REVIEW

Turning 65 is an ideal time to review your financial and retirement goals.

Have you saved enough money to meet your financial objectives and retirement needs? Are you comfortable with the amount of risk you are taking with your current investments? Are you satisfied with your cur-

rent return on investments? How and when will you take your pension and distribute your IRA? Do you have the right assets allocation and products?

Now is also a good time to revisit your estate and insurance planning. Does your existing life insurance policies meet current

needs? Do you need to increase benefits for estate planning purposes or is it time to consider Senior Settlement? With life changes, are your beneficiaries and executor still the individuals of choice?

If you need assistance with organizing your financial, retirement, estate and/or

insurance planning we can help! Call LTC America, LLC at 631-393-5039 for a referral. A seasoned professional will review your current situation and make recommendations.

## LEGAL REVIEW

**p**Do you have a current *Health Care Proxy* which would allow you to name an agent to make health care decisions for you if you are unable to do so?

**p**Do you have a *Living Will* which evidences whether you want or do not want extra-ordinary life sustaining treatment under certain circumstances such as a terminal illness?

**p**Has your attorney modified a *Durable Power of Attorney* to allow you to

name an agent to handle your finances, make financial decisions as well as implement asset protection planning if necessary?

**p**Have you considered a *Living Trust*? A *Revocable trust* is for management purposes. An *Asset Protection Trust* will protect your assets while providing income for you to live on. A *Supplemental Needs Trust* will provide for the supplemental needs of a loved one without affecting their eligibility

for government benefits.

**p**Have you updated your *Estate and Tax Plan*? This is vital to ensure your estate is protected and your assets distributed as you wish. You should also have a will and you may wish to have a *Testamentary Trust* which will take effect upon your death.

For more info, speak to your attorney, or call LTC America, LLC at 631-393-5039 for a referral.

### Legal Document Checklist

- p**Health Care Proxy
- p**Durable Power of Attorney
- p**Living Will
- p**Estate and Tax Planning
- p**Living Trusts:
  - Revocable trusts
  - Asset Protection trusts
  - Supplemental Needs trusts
- p**Will and Testamentary Trusts



200 Broadhollow Road, Suite 207  
Melville, NY 11747

Phone: 631-393-5039  
Fax: 631-393-5071

Email: [lcameric@aol.com](mailto:lcameric@aol.com)

Satellite Offices:  
New York City • South Florida

## WHEN I AM 64....

Turning 65 is a milestone and this step-by-step guide includes pertinent information and a check list of what you need to do when you are 64.

Have you....

- Registered with Social Security?
- Enrolled in Medicare?
- Selected a Medigap Policy?
- Purchased a Long Term Care insurance policy?
- Reviewed your Financial Goals?
- Established a Living Will , Health Care Proxy, Revocable Trusts?

See inside for information on these topics

and more, plus answers to many questions you may have as you approach age 65.

For more information and to schedule a consultation with Jerie Charnow, owner/director of LTC America, LLC, call 631-393-5039 or send an email to

