

# The Long-Term Care Association Plan

exclusively for **CFBTA Members**

## Planning For Long-Term Care



**MetLife**<sup>®</sup>

Rosen Companies of NY, Inc., the provider of CFBTA benefits has continually worked diligently to bring you the absolute best products at the best rates. Today, we are excited to offer a Long-Term Care plan specially designed to give CFBTA members the most coverage at the lowest cost. If you ever have any questions about coverage, or your current plan, please don't hesitate to call us - toll free at 800.920.PLAN or locally - 212.949.9200. We are ready and available to help.

Sincerely,

Warren Rosen  
Rosen Companies of NY Inc

Subject to state availability, Metropolitan Life Insurance Company ("MetLife") individual Long-Term Care ("LTC") Insurance coverage is offered by the following MetLife policies: LTC2-VAL, LTC2-IDEAL, LTC2-PREM, LTC2-FAC, and LTC2007. In some states, these identifiers may be followed by the state's 2-letter abbreviation; "ML" for Multi-Life; and/or "P" for Partnership policies.

MetLife's LTC Insurance policies are guaranteed renewable and, like most LTC insurance policies cannot be cancelled due to an increase in your age or a change in your health. Premium rates can be raised as the result of a rate increase made on a class-basis. Like most LTC Insurance policies, MetLife's policies contain certain exclusions, limitations, elimination periods, reductions of benefits and terms for keeping them in-force. Ask about complete costs and details.

**MetLife**<sup>®</sup>

Metropolitan Life Insurance Company  
New York, NY 10166



Where will your  
future take you?



Take a look at  
the life you've  
built today.



How would your life change  
if you needed long-term care?



• Not a Deposit or Other Obligation of Bank • Not FDIC-Insured • Not Insured by Any Federal Government Agency  
• Not Issued, Guaranteed or Underwritten by Bank or FDIC • Not a Condition to the Provision or Term of Any  
Banking Service or Activity • Policy is an Obligation of the Issuing Insurance Company

# What is long-term care?



- The care required when you are no longer able to care for yourself independently.
- Assistance with Activities of Daily Living:
  - Dressing
  - Bathing
  - Eating
  - Toileting
  - Continence
  - Transferring (moving into or out of a bed, chair or wheelchair).
- Supervision required due to a severe cognitive impairment, such as Alzheimer's disease.
- Physician ordered skilled care, provided by a licensed health care professional such as an RN, LPN, Physical Therapist or Speech Therapist.

# Where are long-term care services provided?

- At home;
- Assisted living facilities, residential care facilities, and residential care facilities for the elderly are all various facilities that assist people with long-term care needs;
- In community settings, such as adult day care centers;
- In hospice home-care programs or facilities;
- In nursing homes/nursing facilities.



## Keep in mind...

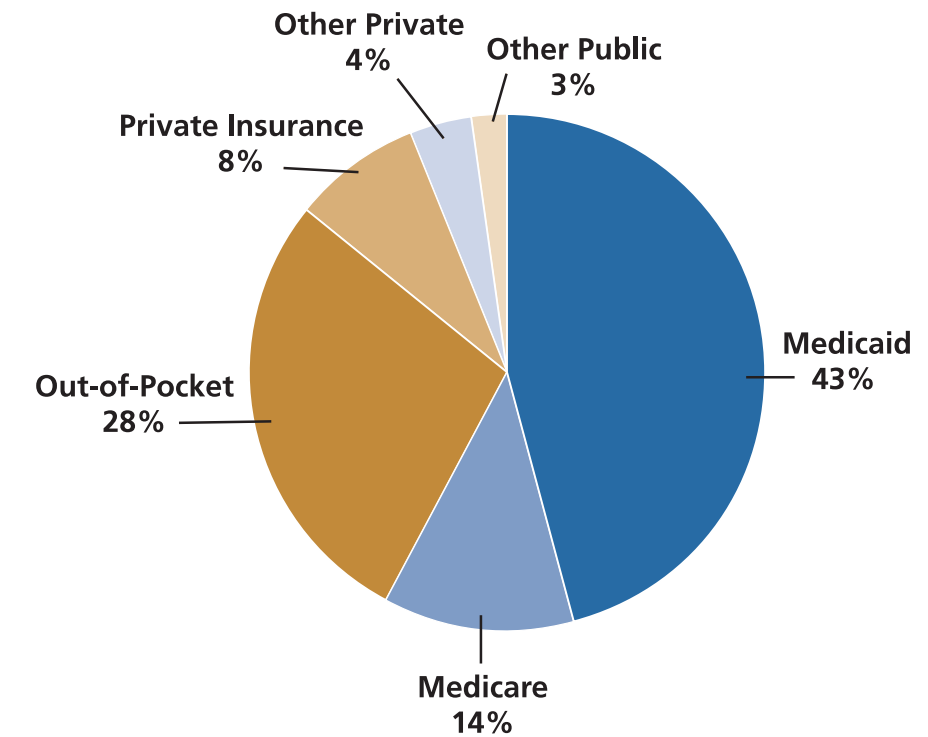
The average length of stay in a Nursing Home is 2.4 years.<sup>2</sup>

# What is the average cost of care?

### Approximate Annual Care Costs

City, State	Home Care <sup>1</sup> (5 hrs/day x 5 days/wk)	Assisted Living/ Residential Care Facility <sup>2</sup> (7 days/week)	Nursing Home/ Facility <sup>2</sup> (7 days/week)
Atlanta, GA	\$22,100	\$33,708	\$58,035
Austin, TX	\$22,100	\$39,864	\$46,720
Boston, MA	\$29,900	\$54,336	\$100,740
Columbus, OH	\$23,400	\$40,284	\$64,970
Denver, CO	\$28,600	\$28,644	\$60,955
Des Plaines Area/Highland Park, IL	\$27,300	\$53,052	\$70,445
Grand Rapids, MI	\$23,400	\$33,144	\$75,920
Miami, FL	\$19,500	\$32,616	\$64,240
New York, NY	\$20,800	\$36,528	\$124,100
Philadelphia, PA	\$22,100	\$41,028	\$82,855
Portland, OR	\$26,000	\$29,136	\$71,540
Raleigh/Durham, NC	\$24,700	\$32,268	\$59,130
San Francisco, CA	\$29,900	\$39,660	\$81,760
Seattle, WA	\$29,900	\$34,008	\$81,760
St. Louis, MO	\$22,100	\$39,804	\$49,640
Stamford, CT	\$28,600	\$58,320	\$124,465
Tucson, AZ	\$20,400	\$38,112	\$60,955
Washington, DC	\$24,700	\$60,372	\$96,360
<b>National Average</b>	<b>\$24,700</b>	<b>\$35,628</b>	<b>\$68,985</b>

# Who pays for nursing home care?



National Spending on  
Nursing Home Care, 2004<sup>3</sup>  
Total = \$115.2 billion



<sup>1</sup> MetLife Mature Market Institute, "The MetLife Market Survey of Adult Day Services & Home Care Costs," September 2007.

<sup>2</sup> MetLife Mature Market Institute, "The MetLife Market Survey of Nursing Home & Assisted Living Costs," October 2007.

<sup>3</sup> Kaiser Commission on Medicaid and the Uninsured, "Medicaid and Long-Term Care," July, 2006.

# What about Health or Disability Insurance?

Health insurance is designed to:

pay for medical services, such as doctor's visits and hospital stays, and generally does not pay for long-term care services.

Disability insurance is designed to:

replace a portion of a disabled person's income, in order to pay for expenses such as mortgage, utilities and food. Disability insurance does not pay for long-term care services.

# Why do people purchase long-term care insurance?

- To help avoid becoming dependent on family or friends;
- To help maintain options for how and where care can be received;
- To help preserve future independence;
- To help avoid using retirement savings or personal assets to pay for long-term care services.

## Does Medicare pay?

- Medicare covers only 14% of total long-term care expenses on a national basis.<sup>4</sup>
- Medicare only pays for care in a skilled nursing facility in certain situations and only for a defined period of time.

## Does Medicaid pay?

- Medicaid is government funding intended for people whose income and assets are low enough to meet very strict criteria.
- Medicaid requires "spending down" of personal assets.
- You may be temporarily ineligible for benefits if you transfer your assets.



<sup>4</sup>Kaiser Commission on Medicaid and the Uninsured, "Medicaid and Long-Term Care," July, 2006.

# Could it happen to you?

- The need for long-term care can, and does, occur at any age due to an unexpected accident or serious illness.
- Nearly 40% of people receiving long-term care are between the ages of 18 and 64.<sup>5</sup>
- What would the emotional and financial impact of long-term care be on you and your family?
- The longer you live the greater the likelihood that you will need long-term care.



The longer you live the greater the likelihood that you will need long-term care.

# Trust MetLife

## Industry Experience

- MetLife has more than 135 years of insurance experience.
- MetLife was one of only two carriers chosen to implement and manage the Federal Government Long-Term Care Insurance (LTCI) program.

## Financial Strength

- High marks from leading insurance industry experts, including an A+ (Superior) rating from A.M. Best for financial strength and an AA (Very Strong) rating from Fitch for claims paying ability.<sup>6</sup>

## Claims Payment

- MetLife has paid more than \$800 million in LTCI claims as of December 31, 2006.

## One-on-One Support

- Personalized advice from our experienced Care Coordinators, who are available to answer any of your questions about long-term care or your coverage.
- Care Coordinators can help in identifying long-term care resources and facilities in your community.



<sup>5</sup>Caregiving in the U.S., National Alliance for Caregiving and AARP, September, 2004.

<sup>6</sup>Ratings as of March, 2007 refer to the overall financial status of the company and are not recommendations of specific policy provisions, rates, or company practices.