

HHEPC 11/21/19 Seminar Outline

Title: The Current State of Long Term Care – How to Best Advise Clients on Long Term Care Options

Description: November is National Long Term Care Month, and the Legal & Financial subcommittee of Dementia Friendly Bloomington, in conjunction with HHEPC, is pleased to present a two-hour session devoted to discussion of long term care insurance, hybrid and other products, the pros and cons of such products, and important considerations when advising clients about long term care planning options. Three long term care experts will be presenting, along with an elder law attorney. In addition, the panel will include the spouse of a long term care facility resident who will share his experience and views as an individual paying for long term care costs.

12:30-12:45

- Intro to Dementia Friendly Bloomington and other DF efforts across the State
- LTC cost updates

12:45-1:15

- Discussion of words we use when discussing this type of planning with clients. We need to start speaking their language rather than ours (industry jargon)
- What are we really facing as a nation
- What is long-term care - emotionally vs logically (a combination of both)
- No doesn't mean no, no means not now (we need to have multiple conversations)
- What is LTC insurance – simply.
- Share with the group a completely different (and effective) way of looking at long-term care planning

1:15-1:45

The importance of having a Plan and communicating that with your family, that plan may or may not include transferring the risk to an insurance company.

- How an extended health care event can impact your finances and your family.
- How Medicare fits into the equation – what it will and will not cover.
- Examples and stories of a couple ways we have helped some families plan for an extended health care event. I'll also try to expand on some of Michelle's comments to help change the way people think about and plan for a LTC event and think about using insurance.

1:45-2:00

- Discussion of Indiana Partnership
 - History of Partnership Program
 - Asset protection features of Partnership Policies

2:00-2:30

- Discussion of LTC options from elder law attorney's perspective
 - When and How to address LTC planning with estate planning clients

- Can and How does Medicaid work if the client has LTC?
- Options for clients if no LTC in place? (pay private or Medicaid)

- Spouse of LTC facility resident with LTC insurance in place
- Discussion of experiences as individual paying for LTC costs for family member

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E. Paige Freitag
Freitag & Martoglio, LLC
Bloomington, Indiana

E. Paige Freitag, is a partner at Freitag & Martoglio, LLC, which is located on Bloomington's east side. Paige's practice focuses on elder law, Medicaid planning and applications, estate planning, probate and trust administration, and guardianships. Following her graduation from the Maurer School of Law in 1997, Paige clerked for the Honorable Edward W. Najam, Jr., of the Indiana Court of Appeals, and then practiced civil rights law in both the non-profit and government sectors in Indianapolis. After commuting several years to and from Indianapolis, Paige decided to enter private practice in her home of Bloomington, where she lives with her husband, Christian, and their two dogs, Lucy Bean and Josie. Her primary practice area since 2006 has been elder law and related matters. Paige is a member of the National Academy of Elder Law Attorneys, Hoosier Hills Estate Planning Council, Monroe County Bar Association, as well as both the Elder Law and Probate, Real Property & Trust Sections of the Indiana State Bar Association (ISBA). Paige is past Chair of the Elder Law Section of the ISBA. Paige enjoys volunteering as legal counsel for the Brown County Community Foundation and as Chair of the Legal & Finance Committee of Dementia Friendly Bloomington. She also serves on the Development Committee for Middle Way House, a domestic violence shelter in Bloomington.

Meet your OneAmerica® Care Solutions team



Michelle Prather *Regional Sales Director*

Contact Michelle

(317) 224-4660
michelle.prather@oneamerica.com

Responsibilities

Michelle works with OneAmerica career general agencies to grow the OneAmerica® Care Solutions product line. She provides training to the agencies' leadership, back offices and producers to support and drive the growth of Care Solutions in the brokerage channel.

Career history

Michelle has over 19 years of experience teaching the OneAmerica® Care Solutions line of products. During her years with Care Solutions she has been the keynote speaker for many large conferences throughout the country, conducted numerous client workshops, and taught and trained many financial professionals the art of having the LTC conversation.

Michelle has spent her entire career in the financial services industry and joined the Care Solutions team as an internal wholesaler in 1998. She was a regional marketing director for 7 years where she earned most valuable wholesaler awards five of those years until she was promoted to national accounts vice president.

Her views on the subject of planning for long-term care expenses have been featured in an article in Broker World Magazine called "Covering the Great Retirement Income Gap" in October of 2017.

Personal story

The most heartbreaking part of visiting my grandfather in his last years was when he would say, "Take me home!" That wasn't an option. His mind was alert, but Parkinson's had ravaged his body, which once stood straight and strong at 6 feet 2 inches tall and 180 pounds. My grandmother, an inch shy of 5 feet and 100 pounds at her heaviest, cared for him at home as long as she could. Eventually, their doctor insisted she hire help. But they couldn't. They just didn't have the resources. He went on Medicaid and into a nearby nursing home. My dad helped with his care and kept an eye on things, but that didn't change the fact that grandpa just wanted to go home.

That could have been an option, had my grandparents known about our long-term care products. Stories about my grandparents' and countless other families' struggles to provide care fuel my desire to spread the word about our **Care Solutions** offerings. As I travel the country, working with pros who provide our products to people, I hear often about how our policies ease people's burdens. I get frequent reminders that my work matters, and that it ties to OneAmerica's goal of being there when our customers need us most.

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Whatever the question, whatever the need.

Ash Answers.

Adam believes that trust, reliability and authenticity are what great relationships are formed upon. He aims to be a strong advocate and partner who is there for you to help you best serve your clients. As an Ash Brokerage RVP, he works with financial professionals all over the states of Indiana, Kentucky and West Virginia, assisting them with protection planning strategies and solutions that are specific to their clients' unique needs.

A 10-year industry veteran, Adam has been with Ash Brokerage for more than eight years. His experience began in the career agency setting, where he learned the ropes of insurance planning and saw the impact and importance these products have in a financial plan. He earned his bachelor's degree from Ball State University, where he had a major in finance, and a minor in risk management and insurance. In addition to his life and health insurance license, he also has Series 6 and 63 registrations.

Adam was born and raised in northern Indiana, and resides in Fort Wayne with his wife, Sasha, and two children, Amelia and Oliver. He enjoys supporting his local community and can be found spending time with his family, doing anything outdoors.



Adam Warner

Regional Vice President

tf: (800) 589-3000, ext. 0669
d: (260) 478-0669
c: (574) 835-0187

adam.warner@ashbrokerage.com

888 S. Harrison St., Suite 900
Fort Wayne, IN 46802

Biography of Rebecca Vaughan, LTCP

Rebecca Vaughan joined the Indiana Dept. of Insurance in January 2007 as Director of the Indiana Long Term Care Partnership office. Prior to joining the Dept. she was an independent agent for several years specializing in the employee benefits market.

In addition to having her own agency, Rebecca has also been an insurance company representative for PPO and Third Party Administration services and an Employee Benefits sales manager.

She has traveled extensively across the country presenting benefit programs to large employer groups, consumers, and the agent community.

Rebecca has earned the Long Term Care Professional Designation and holds a Bachelor's degree in Management and Human Resource Management. She was raised in Madison, Indiana and has spent her adult life in Indianapolis, Indiana with her family.

Blake C. Reed

Blake C. Reed is a partner with Voelz, Reed, & Mount, LLC in Columbus, Indiana. Blake grew up in Kokomo, Indiana. He graduated cum laude from Miami University in Oxford, Ohio, and earned his Doctor of Jurisprudence degree cum laude from Indiana University School of Law – Indianapolis. Blake is a member of the National Academy of Elder Law Attorneys, Hoosier Hills Estate Planning Council, the Indiana State Bar Association, and its Elder Law and Probate, Trust, and Real Property Sections.

Blake limits his practice to estate and disability planning, will and trust settlement, and elder law, including Medicaid and VA benefits. He is certified by the Department of Veteran's Affairs to advise clients on veteran's aid and attendance pension benefits. Blake is a frequent presenter to groups about estate and disability planning and elder law.

Blake C. Reed,

Attorney at Law
Voelz, Reed, & Mount, LLC
2751 Brentwood Drive
Columbus, IN 47203