



RCHRISTIAN FINANCIAL CONSULTANTS, LLC
"THE CLIENTS FIDUCIARY"

PROCESS BRINGS CLARITY TO NECESSARY PLANNING

Since you lack a formal plan for the Healthcare in Retirement or Long-Term Care (LTC) component in their comprehensive planning, we must address your healthcare and LTC risk. Our simple four-step process provides clarity that allows planning to fall into place easily.

Step #1 - Help you see and understand the problem and discuss why your financial, retirement, estate, or risk management planning should answer basic healthcare questions and why it's necessary to quantify your current and future cost of healthcare and LTC.

Step #2 – Explain how this unfunded liability is hiding on your personal balance sheet, so we can move toward completing a [HALO Assessment](#). The HALO Report will project your longevity and potential healthcare/LTC risks based on your personal health, lifestyle, and family dynamics.

Step #3 – Inventory your assets and evaluate or complete an underwriting assessment of your health to begin addressing the quantified risks identified by the HALO report, so we can have a meaningful discussion about the **four** ways you can receive/pay for care.

- **Go It Alone:** If you believe "self-funding" is the best choice to cover the expenses excluded by Medicare, a Medigap plan, or health insurance, our work is NOT over. We should discuss [why self-funding this risk is a poor choice](#) and how there are [essentials for self-funding a LTC Plan](#). Making self-funding viable planning requires more than a choice, as steps must be taken to eliminate uncertainty and avoid "crisis planning" when care is needed.
- **Rely on Family:** If there are insufficient assets to cover the potential liability, there must be a determination whether siblings or adult children should become part of the discussion. Are they willing or able to accept the physical, financial, or emotional responsibility role as a caregiver in the future? It can become quite clear how there are seen and unseen events that make this a potentially disastrous planning scenario.
- **Rely on Government:** If there are insufficient assets to cover the potential cost of care, we will discuss planning to qualify for Medicaid, including elder law planning and a "spend-down" of assets to become eligible.
- **Risk Mitigation:** Various insurance solutions can cover your future LTC expenses, and we will recommend options that best integrate into your comprehensive financial planning. Mitigating the LTC risk and transferring the potential liability to an insurance carrier can be advantageous and might be as simple as reallocating or repositioning some assets.

Step #4 – Begin implementing your LTC Planning or start the insurance underwriting process. When considering all of life's eventualities, healthcare in retirement is simply a mandatory expense for you to address. As your advisor, this is an opportunity for a reality check: *Will you have planning to maintain control, or will healthcare eventually control your planning?*

**WE LOOK FORWARD TO HELPING YOU NAVIGATE
THIS IMPORTANT FINANCIAL PLANNING OBJECTIVE.....**