

### The Big Picture

When you think about long-term care, what picture comes to mind? Do you think of a nursing home or depending on family members to take care of you? This is a common perception and sometimes the only image of what people associate with long-term care. However, long-term care is comprised of the following care services:

- Home Care
- Home Health Aid
- Homemaker Services
- Chore Services
- Nurse and Therapist
- Personal Care
- Respite Care
- Adult Day Care
- Assisted Living
- Bed Reservation
- Nursing Home Facility
- Hospice Care

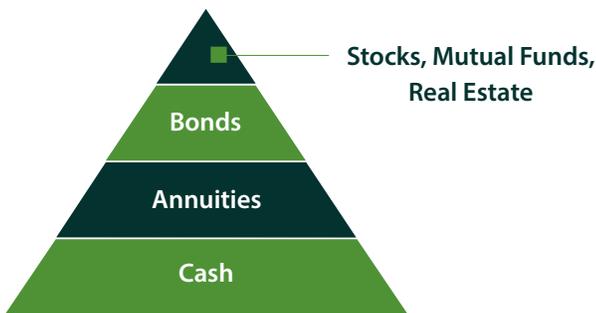
### The Need

At some point over the age of 65, 70% of people will need some form of long-term care.<sup>1</sup> The need for long-term care is determined by a health-based assessment and whether or not you can independently perform "Activities of Daily Living" or "ADLs".

- Eating
- Bathing
- Transferring/Mobility
- Dressing
- Using a Toilet
- Continence

### The Payment Options

Long-term care services can be very expensive and quickly drain a person's savings and investments. There are two primary ways to pay for the costs of long-term care:



If a person chooses to pay for long-term care from personal savings and investments, which account would that person use first and would that person be willing to deplete all of the accounts to pay for long-term care?

### WHAT IS YOUR CURRENT LONG-TERM CARE PLAN?

*Is it one of these?*

Own a long-term care policy

Money Set Aside

Don't Know

There might be a new way to continue this approach that brings more advantages and more choices.

**Would you like to learn more?**

### BY THE NUMBERS

**56%**

of long-term care is home health care.<sup>2</sup>

**\$109,560**

Maximum amount of assets Medicaid allows the healthy spouse to keep.<sup>4</sup>

**\$19,000**

Average annual cost of in home care three times per week.<sup>3</sup>

**Nearly 50%**

of Americans will need long-term care at some point in their life.<sup>5</sup>

**70%**

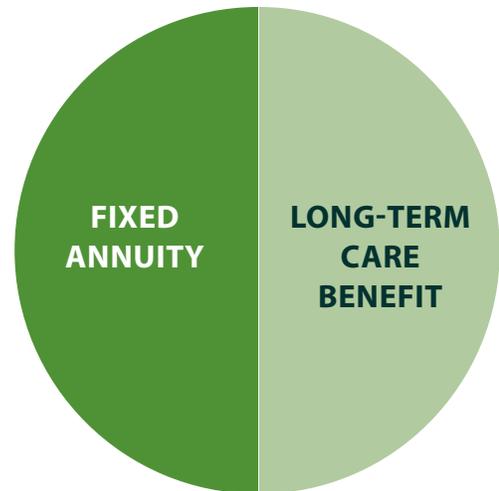
of people over age 65 will need long-term care services.<sup>3</sup>

**Is there a better way?**

**ForeCare<sup>SM</sup> Fixed Annuity**

76% of non-qualified fixed annuity owners plan to use their annuity to fund a long-term care liability.<sup>6</sup> Because ForeCare is a fixed annuity, it provides tax-deferral on interest credited to the account, access to the account value through withdrawals or income payout options, and any remaining contract value at death will pass directly to beneficiaries. However, if a person insured with ForeCare is unable to independently perform two of the six common Activities of Daily Living, ForeCare may provide the following enhanced benefits:

- Double or triple the contract value available for qualified long-term care expenses (eligibility and multiple is determined through underwriting)
- Income-tax free withdrawals for qualified long-term care expenses



*For more information, please contact your financial advisor or visit [forethought.com](http://forethought.com).*

<sup>1</sup> [www.longtermcare.gov](http://www.longtermcare.gov), 2010. "Costs of Care"

<sup>2</sup> American Association for Long Term Care Insurance. [www.aaltci.com](http://www.aaltci.com), 2012.

<sup>3</sup> Source: U.S. Department of Health and Human Services data from 2010. Paying for Long Term Care. [www.longtermcare.gov](http://www.longtermcare.gov), 2010.

<sup>4</sup> Medicaid data for 2011.

<sup>5</sup> Source: <http://www.longtermcareinsurancetree.com>, as of June 30, 2010.

<sup>6</sup> 2009 Gallup Survey of Owners of Non-Qualified Annuity Contracts

Forethought ForeCare<sup>SM</sup> annuities are issued by Forethought Life Insurance Company and available in most states with Contract FA1101SPDA-01 (certificate GA1101SPDA-01, as applicable) with Rider for Long Term Care Benefits Form LTC2000-01, ICC13-LTC2000-01, Optional Inflation Protection Benefit Rider Form LTC2001-01, ICC13-LTC2001-01, and Optional Nonforfeiture Benefit Rider Form LTC2002-01, ICC13-LTC2002-01 (certificate series LTCG2000-01, LTCG2001-01 and LTCG2002-01, as applicable). Products and features are subject to state variations and availability. **Read the contract for complete details.** This is a solicitation of LTC insurance.

**Guarantees are backed by the financial strength and claims paying ability of Forethought Life Insurance Company.**

Not a bank deposit	Not FDIC/NCUA insured	Not insured by any federal government agency	No bank guarantee	May lose value
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