



PLANNING AHEAD: MAKING A SMART FINANCIAL DECISION

One of the most common concerns about senior living is the cost. And that's understandable. You've worked hard for your money and you want to protect it. This guide will help you consider the costs associated with senior living vs. staying in your house, as well as the value of choosing a community. That way, you can make a smart financial plan for your future.

COMPARING MONTHLY EXPENSES

Even if your mortgage is paid off, living at home isn't free. Write down and compare these common monthly expenses as you explore your senior living options. Then compare that to the monthly service fees at different communities. (If the specific costs are included in a community's monthly service fee, fill in the blank with "Included.")

	Your House	Community A	Community B
Mortgage/Rent/Property Taxes			
Home insurance/Association fees			
Utilities			
Parking/Scheduled transportation			
Maintenance/Yardwork			
Housekeeping/Linen service			
24-hour security			
Dining			
Fitness center			
Wellness programs			
Activities/Entertainment			
Priority access to continuing care at predictable rates			

THE COST OF STAYING AT HOME

To keep your home safe and comfortable, you need to take care of regular maintenance and repairs. And if your needs change, it may require modifications such as grab bars or ramps. What will your home need?

	Need Now	Within 6-12 Months	Within 2-5 Years
Roof			
Driveway			
Furnace/Air Conditioner			
Plumbing			
Electrical			
Gutters			
Foundation			
Paint (Interior/Exterior)			
Carpet/Flooring			
Age-related modifications			
Other			



Only about 1% of existing homes are conducive to aging in place.

Age-Related Modifications

Here are average costs for some common modifications to accommodate walkers, wheelchairs and limited mobility, along with others that make the house safer and easier to navigate. (Not all of these may be necessary. Costs are national averages and will vary by location.)

	Average Cost
Grab bars in bathrooms	\$140
Easy-to-use door handles, pulls & faucets	\$10 - \$400 each
Walk-in shower or tub	\$5,000 - \$10,000
Non-slip bathroom flooring	\$1,300
Additional or repaired stair rails	\$100/sq. ft
Widen entry door	\$200 - \$7,000
Widen hallway without structural changes	\$800 - \$1,400
Entrance ramp	\$1,600 - \$3,200
Stair lift	\$3,000 - \$12,000
Accessible bedroom addition	\$43,000
Lower counters and/or sinks	\$15,000 - \$20,000

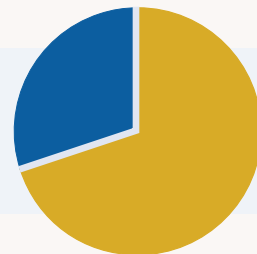
ANTICIPATING HEALTH CARE COSTS

Many people assume that if their health changes, long-term care insurance or Medicare will pay for all their care. That's not always the case. So before you assume long-term health care costs will be covered, be sure you have the facts.

Long-Term Care Insurance helps cover the cost of long-term skilled nursing, assisted living, home health care and other long-term care services. These services usually aren't covered by traditional health insurance or Medicare. However, you have to be healthy enough to qualify, and:

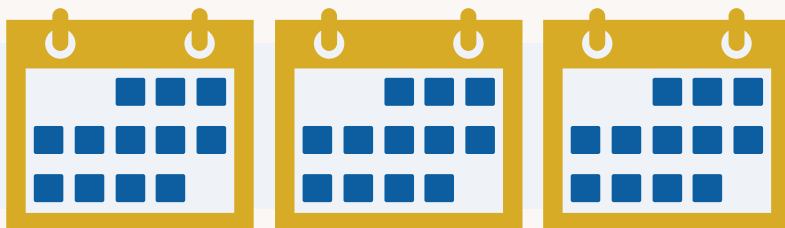
- It may only pay for a portion of the daily cost for care.
- Premiums can be expensive.
- There's a maximum daily benefit for most policies.
- Most policies only pay out benefits for somewhere between two and five years.
- There may be a waiting period before benefits kick in.

70% of people age 65+ will use some type of long-term care services.



Medicare only covers short-term care such as short rehab stays at a skilled nursing facility, home rehab and therapy for a limited time, or home health care under certain circumstances. Not every facility accepts Medicare, and you may not get to choose where you receive care. It does not pay for:

- Assisted living
- Long-term rehab stays
- Long-term care at a skilled nursing facility



The average length of long-term care is three years.

THE VALUE OF ENTRANCE FEES

Continuing care retirement communities offer an active independent lifestyle for the way you want to live now, along with access to a continuum of care that gives you peace of mind for the future. The entrance fee at these communities is a one-time upfront payment that has a surprisingly good long-term value.

- It ensures priority access to all levels of long-term on-site health care if ever needed. That means you don't have to relocate to another community if you need care.
- If you're approved for a Life Care contract, your monthly fees won't rise significantly if you need a higher level of care – which can save you money in the long run.
- A portion of your entrance fee may qualify as a prepaid medical expense tax deduction.
- Many communities offer a partially refundable entrance fee, which returns a large portion of that fee to you or your estate. It's a way to protect your nest egg for your family.

We hope you've found this guide helpful. If you have questions about the costs of our community, or would like to discuss your financial options, please call one of our sales counselors at 858.592.1870.

Sources

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