

Why it makes sense to develop a long-term care funding strategy



70% of Americans
age 65 and over can expect to
use some form of long-term care
during their remaining years¹



of those receiving long-term
care today live at **home** or
in a **community setting**²

Average lifetime cost per person for
formal long-term care in today's dollars:

\$172,000³

Monthly savings required by a 55-year old
in order to save that amount by age 75:

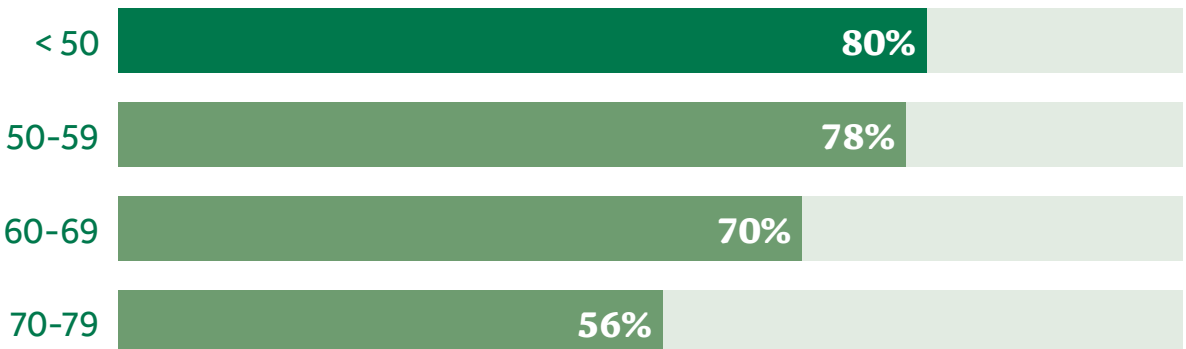
\$717/month

Monthly cost for a 55-year old male⁴ to
obtain **\$175,000** of long-term care coverage:

\$113/month

Find regional long-term care costs at [newyorklife.com/ltccosts](https://www.newyorklife.com/ltccosts).

Applicants who typically **qualify** for long-term care
coverage based on health (by age group):⁵



1. US Department of Health and Human Services, www.longtermcare.gov, 2017

2. Edem Hado and Harriet Komisar, "Long-Term Services and Supports." AARP Public Policy Institute. August 2019

3. Larry Rubin, Peggy Hauser. PwC. "Formal cost of long-term care services: How can society meet a growing need?" 2018

4. Hypothetical example based on NYL My Care long-term care insurance policy purchased by a 55 year old single male with a monthly maximum benefit of \$5,000 and a policy lifetime maximum of \$175,000. A one-time deductible applies. The product used in this example may not be available in all states.

5. American Association for Long-Term Care Insurance. 2018

6. Home health aide figure is based on 8 hours/day, 5 days/week, 52 weeks/year.

To be eligible for Medicaid in 2024, keep these maximum asset limitations in mind...



Max amount of countable assets
a **healthy spouse** may retain in
order for their spouse to qualify:

\$154,140⁷



Max amount of countable assets
a **married couple** may have in their
name in order to qualify:

\$3,000⁷



Max amount of countable assets
an **individual** may have in their
name in order to qualify:

\$2,000⁷

Long-term care can be provided at home, but not without impacting family caregivers...



Percentage of
caregivers who have
another full-time job:

34%⁸



Average amount of care provided
by **employed family caregivers***:

34.7 hrs/wk⁹

**Estimated 24 million employed
family caregivers in America (2018)*



**45%⁹ of employed
family caregivers**

who provide 21+ hrs/week of care end up
having to **reduce work hours, take a less-
demanding job, or give up work entirely**

The benefits of LTC coverage can be life-changing...

About 93%¹⁰

of LTCi claimants
indicated that their policy
benefits are meeting their
current care needs

64%¹⁰

of LTCi claimants would rely
on family, friends, and others
to make up the care gap if
they didn't have benefits

Amount of **claims paid in 2021** to LTCi policyholders:



In America:

\$12.3 billion¹¹



From NYL:

\$126 million¹²

7. Medicaid.gov. 2024 SSI and Spousal Impoverishment Standards. Standards can vary by state.

8. AARP Public Policy Institute and National Alliance for Caregiving. 'Caregiving in the U.S. Report.' June, 2015

9. AARP Public Policy Institute. "Breaking New Ground: Supporting Employed Family Caregivers with Workplace Leave Policies." September 2018

10. LifePlans. 'Experience and Satisfaction Levels of Long-Term Care Insurance Claimants.' 2016

11. American Association for Long-Term Care Insurance, aaltci.org: Claims Paid 2021 by Long-Term Care Insurers Grew By \$700 Million

12. New York Life 2021 Claims Data

The purpose of this material is solicitation of individual insurance. An insurance agent may contact you. Policy forms ICC20-AF-MP for Compact recurring pay, ICC20-AF-SP for single pay, and any state-specific, are issued by New York Life Insurance and Annuity Corporation, Newark, DE, a wholly owned subsidiary of New York Life Insurance Company. Policy forms ICC18-LTCD PLCY (0218), ICC18-LTCDNC PLCY (0218), ICC18-LTCDNC-U PLCY (0218), ICC18-LTCD-U PLCY (0218), ICC18-LTCWP PLCY (0218), ICC18-LTCWPNC PLCY (0218), ICC18-LTCWPNC-U PLCY (0218), ICC18-LTCWP-U PLCY (0218), LTCDC PLCY (0218), LTCWP (0218), LTCD-U PLCY (0218), ICC14-LTC6, LTC6, LTC6-U, ICC20-AF-MP, ICC20-AF-SP, 316-60P & 316-284R, 316-150P & 316-283R, and any state-specifics, are issued by New York Life Insurance Company, New York, NY. The policies have exclusions and limitations. Underwriting approval is required to purchase coverage and a medical exam may be required. The company reserves the right to increase premiums in the future. For cost and complete details of the coverage, contact your agent or the company. New York Life Insurance Company and New York Life Insurance and Annuity Corporation have the sole financial responsibility for its own products.