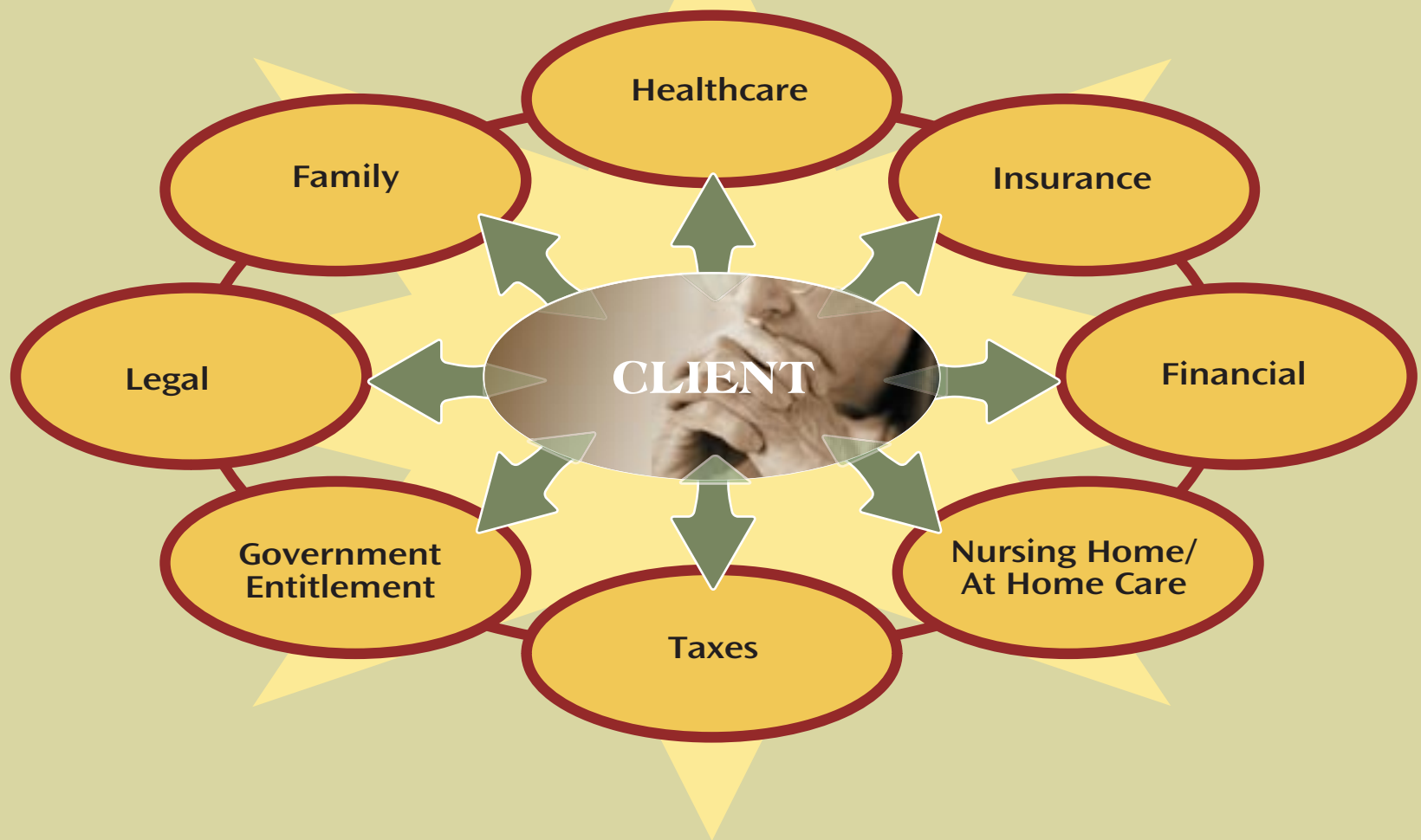


The **OLDEST
OLD**

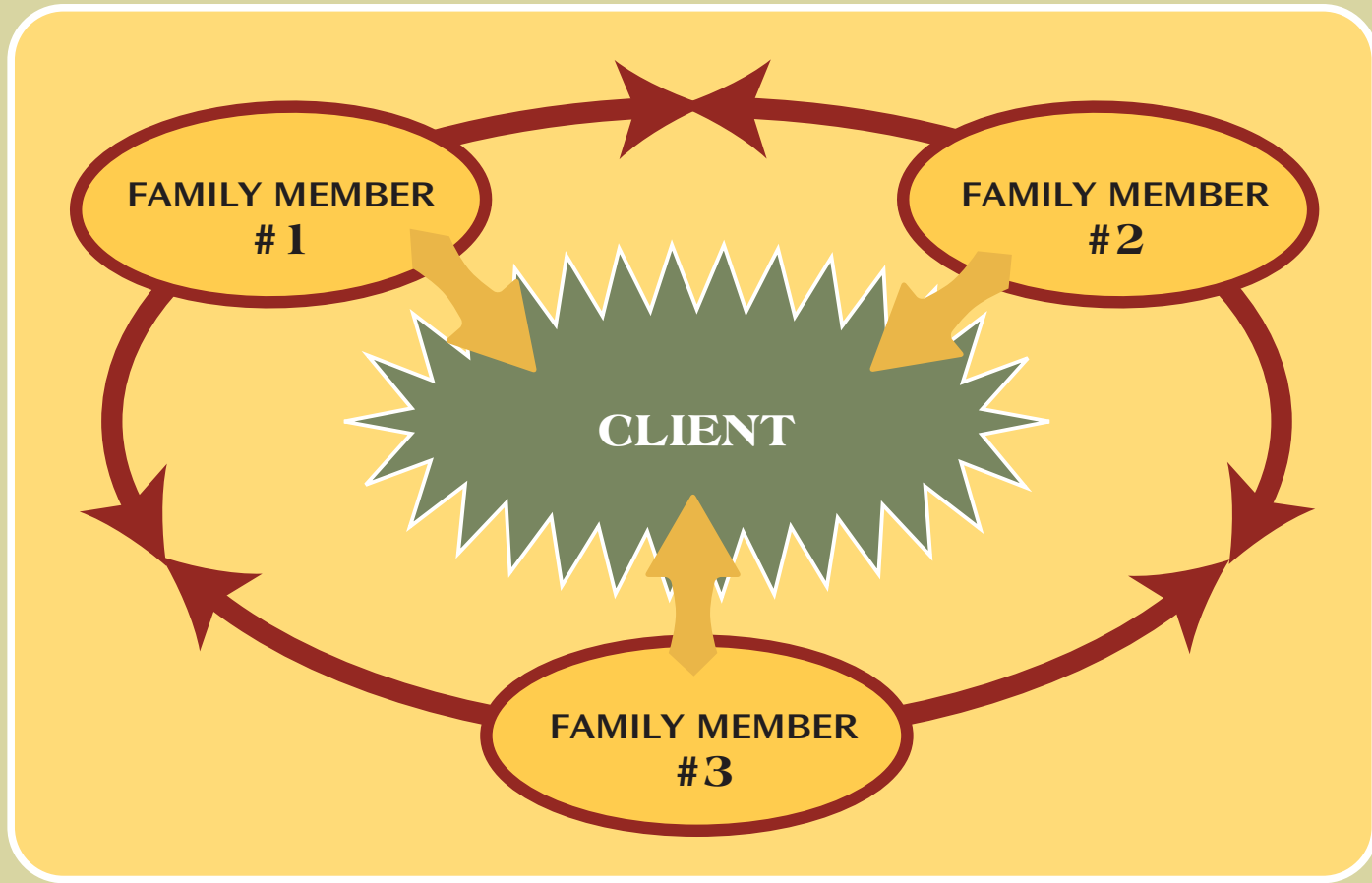
Understanding the new needs of Californians
in the fastest growing population segment



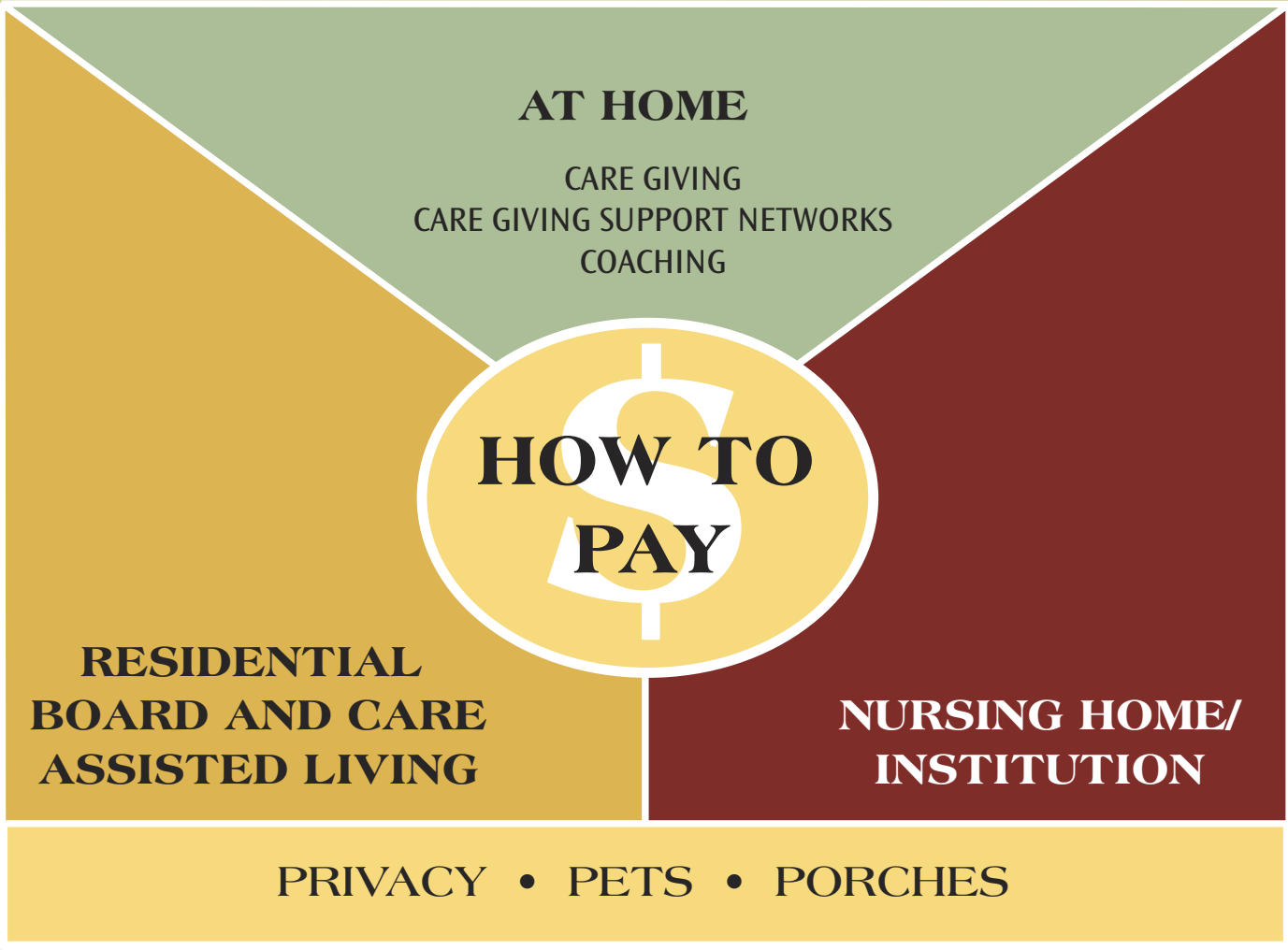
A COMPLICATED SCENARIO



FAMILY



VITAL AGING



83% OF AMERICANS WANT TO STAY IN THEIR
CURRENT HOMES FOR THE REST
OF THEIR LIVES



Source: AARP



FINANCIAL CONSIDERATIONS

Risks

- 1 Inflation Risk
Fixed Income Risk
- 2 Long Term Care /
Health Crisis Risk



Needs

- 1 Appropriate Planning
- 2 Understanding of
Accounts / Assets
 - Savings
 - Investment
 - Retirement
 - Annuities
 - Life Insurance
 - Property
- 3 Decision-making / When
to Leverage Assets
- 4 **PAYING FOR
LONG TERM CARE**

FINANCIAL CONSIDERATIONS

5 Ways to Pay for Long Term Care

1. Medicare

- Good for 100 days with supplemental insurance
- Patient must be improving, otherwise coverage ends

2. Private Pay

- SF Bay Area Private Pay rooms range from \$4,500 - \$9,000/ monthly

3. VA Benefits

4. Long Term Care Insurance

5. Medi-Cal / aka Medicaid



GOVERNMENT ENTITLEMENT/ BENEFITS PROGRAMS

Social Security

- Needs to remain 'fully funded'

MediCare

- For Catastrophic Illness
- Trying to Implement Prescription Drug Plan

Medi-Cal

- Regular Medi-Cal as Supplemental Insurance for the Poorest Elderly
- IHSS Medi-Cal, to Help Fund In-Home Care
 - Currently operating under a waiver from Federal Government
- LTC Medi-Cal to Defray Nursing Home Expense

INSURANCE CONSIDERATIONS

Future Needs

- Long Term Care Policies
 - California Partnerships
 - Policies for 89 year olds are being written

Immediate Needs

- Medi-Cal friendly annuities-SPIA
 - Beware the “REcovery Unit” and changing regulations

Death Needs

- Term Life
- Whole Life
 - Often worthless, with premiums paid more than death benefits
 - Cash Value is countable Medi-Cal Asset

LEGAL CONSIDERATIONS

BASIC

THROUGH THE MEDI-CAL PRISM

○ POA's

Include the "Right to Gift"

○ REVOCABLE LIVING
TRUSTS

Cause Outright Denial if
Assets Held in Trust Are Over
Property Resource Limit

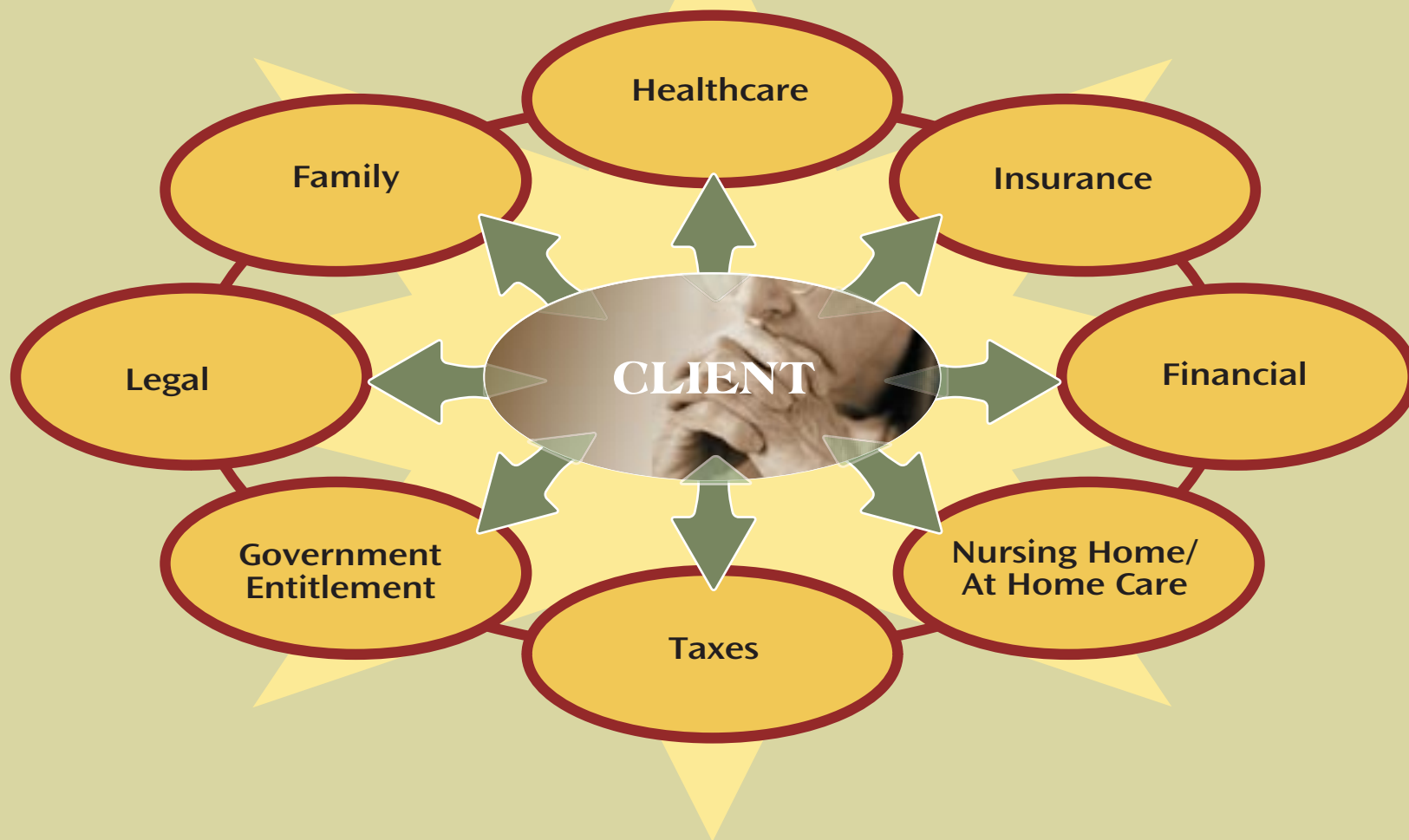
○ TRANSFER DEEDS

Right of Occupancy
Agreements

○ Advanced Health Care
Directive

Advanced Health Care
Directive

THE NEW NEEDS OF THE OLDEST OLD



ABOUT SENIOR MEDI-BENEFITS

A 501(c)3 non profit corporation dedicated to serving the frail elderly by providing accurate and timely information and actionable intelligence regarding long term care, Medi-Cal, and financial considerations.

OUR EXPERTISE:

- Crisis management; starting the day that the doctors inform the family that your loved one ‘can’t go home’
- Strategies to prevent the crisis from occurring
- Obtaining LTC Medi-Cal for those in need



WE PROVIDE:

- Fee for service Medi-Cal eligibility services, including:
Individual and family consultations and financial evaluations
- Financial strategies if LTC Medi-Cal is not the correct option
- Spend down guidance in compliance with state rulings if Medi-Cal is the only option
- Complete application processing
- Ongoing follow-up until benefits are granted





SENIOR
MEDI-BENEFITS

510-420-0550

3195 Adeline
Berkeley
CA 94703

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