

Leaving a Legacy for Loved Ones

Hybrid Long-Term Care Insurance

MEET RUBY

Ruby is a 63-year-old, non-smoking, married woman who wants to secure her financial future as she plans for retirement. Ruby's husband, Don, has been diagnosed with Parkinson's Disease and does not qualify for long-term care insurance.



LTCI PREMIUMS

Ruby opts to purchase an asset-based LTCI policy at a couple's rate with a one-time lump sum premium of \$100,000. She uses a 1035 exchange from funds that have accumulated in an old annuity policy, thus eliminating any taxes that she might have incurred on the gains.

1035 Exchange from Annuity: \$75,000

Out-of-Pocket Payment: + \$25,000

Lump Sum Premium: \$100,000

POLICY BENEFITS



Monthly
Benefit

\$5,121



Maximum
Benefit

\$257,067
or 4 years



Inflation
Rider

3%
Compound

DEATH BENEFIT

The face value of her policy is \$122,892, which would be payable to her beneficiaries if she does not need care. If she uses all of her LTCI benefits, Ruby also has a residual death benefit that will pay \$24,578 to her beneficiaries.

17 Years Later

After 17 years, Ruby, who is now an 80-year-old widow, requires assistance with bathing and dressing due to osteoporosis and arthritis, so she decides to move into an assisted living facility. Since Ruby's policy had a 3% compound inflation rider, her benefits are as follows:

Monthly Benefit:	\$8,463
Maximum Benefit:	\$424,893 or 4 Years

The average cost of an assisted living facility is now \$9,705 per month, so Ruby's out-of-pocket cost is only \$1,242. Because she is no longer paying to maintain her home, Ruby is able to easily supplement the costs associated with her care from her pension and social security. Ruby requires care for 40 months, resulting in \$338,520 in total benefits used and \$49,680 in additional out-of-pocket costs.

Monthly Benefit:	\$8,463
Time in Care:	X 40 mo.
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Total Benefits Used:	\$338,520

Out-of-Pocket Cost:	\$1,242
Time in Care:	x 40 mo.
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Total Out-of-Pocket Costs:	\$49,680

Since Ruby paid a lump sum premium of \$100,000, part of which was paid for by an existing annuity, she saved herself and her family over \$185,000 in long-term care costs.

Total Benefits Used:	\$338,520
Total Premiums Paid:	- \$100,000
Total Out-of-Pocket Costs:	- \$49,680
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Amount Saved:	\$188,840

Upon her death, Ruby also leaves a residual death benefit of \$24,578 to her beneficiaries.

PLANNING TIP



Asset-based LTCI may also come with a guaranteed death benefit, allowing the policyholder to pass along unused benefit dollars to their intended heir(s).

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