



CARDINAL ADVISORS

## Do You Have Enough Money to Self-Fund Long-Term Care?

Hans and Tom discuss paying for Long-Term Care yourself in the video entitled "Do You Have Enough Money to Self-Fund Long-Term Care?"

**DO YOU HAVE ENOUGH MONEY TO SELF-FUND LONG-TERM CARE?**

**S.S.** ☐ **MED.** ☐ **LTC** ☐ **401K/IRA** ☐

**PROBLEMATIC FOR HNW - RIPPLE EFFECTS OF CARE COSTS (NOT ABOUT HAVING THE MONEY)**

- 1-WHY PAY RETAIL PRICES?  
-HNW NEVER PAY FULL PRICE
- 2-LTC IS NOT AN ASSET PROBLEM. IT'S AN INCOME PROBLEM
- 3-TIME YOUR ILLNESS WHEN THE MARKET IS UP?  
-LIQUIDATING ASSETS IN ↓ MARKET
- 4-MORE INCOME = MORE TAXES  
-HIGHER BRACKET
- 5-MEDICARE IRMAA  
-SKY ROCKET PREMIUMS

-MORE MILLIONAIRE + HNW CLIENTS OWN LTC INSURANCE

**HNW UNDERSTAND 3 POWERFUL THINGS**

- A-TAXATION  
-HOW TO AVOID IT
- B-LEVERAGE  
USING SOMEONE ELSE'S MONEY TO PAY FOR THINGS
- C-ALWAYS GIVE THEIR MONEY INSTRUCTIONS  
-CREATE SPECIFIC BUCKETS EACH HAVING A JOB  
-LTC INSURANCE CREATES TAX FREE INCOME  
-INVISIBLE INCOME THE GOVT DOESN'T SEE IT

**INCOME** ☐ **ESTATE** ☐ **TAXES** ☐

**LONG-TERM CARE INSURANCE KEEPS THE PLAN ON PLAN**

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