



long term care

Starting the Conversation: Extended Care Planning

Suggested Talking Points

1. Broaching the Subject

“What place comes to mind when you hear the words “Long Term Care?” (many people reply Nursing Home)

- One of the objectives of our discussion is to help expand what we think of regarding Extended Care Planning and Long Term Care.

2. Sharing Their Experience

“Have you ever known anyone who needed assistance or help to get through the day?” (listen)

- Who was it?
- What happened?
- When did it happen?
- Where did it happen? (location of care)
- How did things turn out?
- How much was it then, and how much would it cost today?
- *How did it affect their spouse/partner/children?*

“Thank you for sharing that with me.” (If they do share their experience with you, make sure to acknowledge and thank them)

3. Educating on Available Options of Services

“How familiar are you with the different types of care available today? Let’s review the available options.”

- Home Health Care (In Home Care)
- Adult Day Care (Community Day Care Services)
- Assisted Living Facility (Adult Foster Home, Residential Health Care, Apartment-Like Conditions)
- Hospice (End of Life Care for the Terminally Ill - 6 months)
- Nursing Facility (Nursing Home, Institutional Care Facility - due to necessity)

4. Creating a Personal Awareness

a. “I recognize that no one ever plans on needing care, however, do you agree it could happen to you or someone you love?”

“If it happened today, what impact would your needing care have on those around you?”

OR

b. “Extended Care is a life-changing event that could have a significant, unintended impact to your life, your spouse, your children and your ability to keep financial commitments.”

“It will likely never happen to you, but if it did, what impact can you foresee affecting you, your spouse, your children, your business or your retirement income?”

5. Creating a Personal Awareness for Single/Widowed Prospects

- “Many people still view Long Term Care as an “end of life” issue. However, have **you** ever considered what you would do if something happened and you needed care for a period of time (e.g. stroke, hip fracture, etc.) **and then you recover?**”
- “Unfortunately, in the process, you could spend down a significant portion of your savings and assets. Maybe the most important question to consider is what kind of financial lifestyle would you be returning to after you recovered and then you lived another 20+ years?”

6. Setting Up an Appointment with a Specialist

“Would it make sense for you to have a discussion with a specialist to help you determine if Extended Care Planning is appropriate for you, and if so, what that would look like?”

“I have a colleague who specializes in this area and can help educate you on the important issues you may want to consider. With that in mind, how is {insert day, morning/afternoon} at {insert time} or is {insert day} at {insert time} better for you?”