How Are You Addressing Your Clients Aging Concerns?

Why Financial Professionals Partner with Amada Senior Care

- A retiree that reaches the age of **85** has a **nearly 50%** probability of needing some level of care.
- **56%** of retirees **don't have a plan** for care before they need it.
- **89%** of retirees end up **relying on a relative** to provide the care they need.
- Roughly **7 out of 10 adult children** find a new Financial Advisor when their parent's pass away.
- **Cost** estimates for professional in-home caregiving **increased by 10% in 2023 alone**.
- The financial impact to families is tremendous, with a majority reporting an increase in debt, depletion of savings, or **exhaustion of retirement accounts / investments**.

The financial planning process typically prepares individuals for retirement with a plan for the amount of income needed in retirement, a plan for their investments and assets, and potentially a transition or inheritance plan for their heirs. **Unfortunately, the average retiree isn't prepared for the aging process and challenges that may come with it.**

Amada Senior Care partners with financial professionals and their clients to provide:

1 Senior Advisory Consultation & Planning

An in-depth overview of the care planning process, review of the stages of aging and recommended planning steps & documents. Help your clients understand the full continuum of care; from hospital discharge, to getting placed with the right care. Provide your clients a Care Aging Portfolio of resources, tailored to their needs.

2 Preservation of Assets Through Financial Resource Coordination

Analysis of local care costs for different types of care to assist with planning. Comprehensive review of funding sources available for care - long-term care insurance, Veteran's benefits, Federal and State program benefits, life insurance, home equity. Partner with us to strategize the best use of managed assets while your client is receiving care.

3 Care Plan Development & Coordination

At the point your client may need care, we provide a comprehensive RN / Nurse assessment & evaluation of their overall health concerns and develop a Care Plan with recommendations of the type & level of care that is appropriate. We provide caregiving resources in the home or can help your client get placed into the senior community of their choice.

4 Increased Generational Retention

We specialize in meeting seniors in their home and providing planning with their adult kids & family. The involvement of a Power of Attorney and family members in the care planning and caregiving process is critical. Involving a senior's Financial Advisor in these discussions often provides the advisor an opportunity to meet their client's family & heirs, displaying the comprehensive impact the FA's planning has made on their loved one, and build trust & rapport. Increasing the likelihood the heirs continue to work with that advisor after their loved one passes away. This can be one of the most vulnerable & challenging moments a family can face, your presence during this time can make an invaluable impression.

5 Long-Term Care Insurance Claim Advocacy & Management

Complimentary long-term care insurance policy review & analysis, RN assessments for LTCI, Claims approval and advocacy, claims billing management. Alleviate the stress, confusion & risk of filling LTCI claims without professional help.

6 Resource for Seniors & Families That Need a Financial Advisor

Be a resource for our senior care clients and their families that are navigating the caregiving and financial planning process without a Financial Advisor!

AMADA SENIOR CARE™

https://www.aaltci.org/long-term-care-insurance/learning-center/ltcfacts-2022.php, https://www.genworth.com/aging-and-you/finances/cost-of-care, https://www.aarp.org/content/dam/aarp/ppi/2020/05/full-report-caregiving-in-the-united-states.doi.10.26419-2Fppi.00103.001.pdf, https://www.fa-mag.com/news/how-to-capitalize-on-the-great-wealth-transfer-76801.html, https://www.investmentnews.com/industry-news/archive/the-great-wealth-transfer-is-coming-putting-advisers-at-risk-63303, https://www.wealthmanagement.com/data-amp-tools/retaining-heirs-wealthy-clients

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