

## Cost of Waiting

---

If you decide that long term care insurance is the right decision to protect your assets and your family's financial future, the best time to buy it is now. By doing this:

You avoid the risk of needing care you will have to pay for yourself.

You avoid the risk of developing a condition that would make you uninsurable later.

You pay lower premiums now, rather than paying higher premiums later.

The tables below show the cost of waiting and buying later, assuming that premiums do not change, you remain insurable, and you buy the coverage shown in this illustration. The Daily Benefit is increased 5% for each year you wait, to cover the increased cost of care over time.

**Client's Name: Richard Prospect**

**Age: 60**

Class	<b>Preferred</b>	HHC Elimination Period	<b>20 days</b>
NH Daily Benefit	<b>\$100</b>	Inflation Rider	<b>Simple</b>
NH Benefit Period	<b>3 years</b>	Nonforfeiture Option	<b>No</b>
NH Elimination Period	<b>0 day</b>	Spouse/2-pers Discount	<b>No</b>
HHC Daily Benefit	<b>\$80</b>	Association Discount	<b>No</b>
HHC Benefit Period	<b>3 years</b>	Mode	<b>Annual</b>

Age at Purchase	NH Daily Benefit	Premium	Premiums Paid to Age 90	Cost of Waiting
60	\$100	\$1,070	\$32,100	\$0
62	\$110	\$1,358	\$38,032	\$5,932
64	\$122	\$1,741	\$45,256	\$13,156
66	\$134	\$2,265	\$54,354	\$22,254
68	\$148	\$2,982	\$65,593	\$33,493
70	\$163	\$3,870	\$77,405	\$45,305