

FOCUS on LONG TERM CARE

A publication from Forrest T.Jones' Long Term Care Insurance Evaluation Service
Forrest T.Jones & Company, Serving Association Members & Groups since 1953

FROM THE PROGRAM MANAGER'S DESK



Mark Iglehart,
Program Manager

Did You Know

The number of Americans who have purchase long term care insurance more than tripled over the last decade, going from 1.9 million in 1990 to 6.8 million in 1999, according to a survey released by the Health Insurance Association of America.



The wait is over! In the Winter 2001 issue I spoke on H.R. 4040, the Long Term Care Security Act, signed into law on Sept. 19, 2000. On Dec. 18, 2001, the Federal Office of Personnel Management announced that John Hancock and MetLife would be the exclusive insurance carriers of the Federal Long Term Care Insurance Plan (FLTCIP) through a unique joint venture, administered by Long Term Care Partners. Because of the size and scope of this offering, the FLTCIP has the makings of a true LTCI success story at a time when LTC planning needs to be kicked into high gear.

The FLTCIP is a group offering, with open season beginning July 1, 2002 and running through the end of the year. Only those who are part of the "federal family" may inquire, but this includes approximately 20 million Americans. If you are part of the "federal family," you can request additional information at www.LTCFEDS.com, or (800) LTC-FEDS.

National LTC Expenditures Projected Through 2040 (billions of 2000 dollars)*

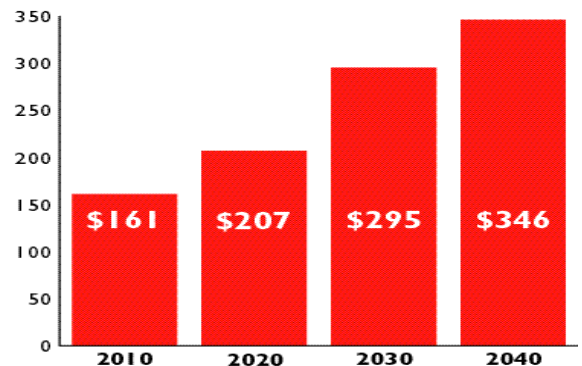
In 1999, more than \$133 billion was spent on long-term care in the United States. The Congressional Budget Office expects government spending to grow to \$207 billion in 2020 and \$346 billion by 2040.

*CBO 1999; Kaiser Commission on Medicaid and the Uninsured, 11/99

The dynamics and diversity of a group LTCI offering, especially one to 20 million potential prospects, requires a certain amount of uniformity in educating and enrolling interested prospects. For example: to simplify the rating structure for premium calculations, spousal or partner discounts may not be offered, nor preferred health discounts (both of which are available on most individual plans). Also, tailoring benefits for your final package of coverage may be limited to certain choices. An example is that elimination periods and benefit periods may be limited to only two or three choices each, through a group program.

Although the FLTCIP likely will appeal to many in the "federal family," several financial experts believe homework should be done by those considering the plan. Whether you enroll in a group plan, or an individual policy, it is best for benefits and premiums to be customized to meet your needs.

At FTJ, we believe in service before, during, and after the initial application. Serving the insurance needs of association members for almost 50 years, our reputation depends on providing excellent products and service. If we can be of assistance, please don't hesitate to give us a call at (800) 821-7303, ext. 107. □



From the Mailbag

“Dear Mark: Thank you for being so helpful as we selected our long term care insurance plan. You were well informed, which encouraged us in selecting the plan that was right for us. We certainly appreciate your patience as we worked through our concerns. We know we are in good hands with Mark Iglehart and Forrest T. Jones and Company.”

John & Carolyn Hays, Sedalia, Missouri

Information and Education

Internet Users:

Check out the Long Term Care Insurance Evaluation Service at www.ftj.com. Request or view your own LTCI carrier, policy and price comparisons with the click of a mouse.

LTCI Shopping Tips

If you missed #1, give us a call

2. If it sounds too good to be true, it probably is. *Use common sense.*
3. Focus on the important “core” benefits of each LTCI policy, not the items with “sales appeal.” *Expect quality by purchasing quality, and vice versa.*

Did You Know

that 75% of all people receiving LTC are NOT in nursing homes

Long Term Care Insurance, Baby Boom or Bust? Conning & Company, 1999, page 13.



OUR PLEDGE OF SERVICE

At the FTJ Long Term Care Insurance Evaluation Service, we pledge:

- TO deliver helpful and accurate information.
- TO make objective recommendations on plan suitability and options.
- TO allow members to make decisions at their own pace.
- TO be available to policyholders for ongoing service and advocacy.

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