

Elder Life Group Preserves Family Estate From Assisted Living Without Any Prior Advanced Planning

Modest Finances Cannot Meet Healthcare Needs

Mary, 85, lived by herself after her husband passed away. When she began exhibiting signs of dementia, it didn't take long for her cognitive function to deteriorate rapidly and cause numerous safety issues at home.

Her daughter Lisa realized assisted living was necessary. She also realized this would be an expense they may not be able to handle for long. Although her parents lived frugally, their assets had dwindled, and Lisa already had to supplement some of Mary's financial shortfalls.

Between a \$160,000 home and two small life insurance policies worth \$2,100, the family didn't have much to work with. Lisa and her brother knew Mary's monthly income of \$1,472 from Social Security and a pension wouldn't be enough. So, she began looking into government aid.

LACK OF PLANNING MEANS ASSETS SUBJECT TO STATE MEDICAID RULES

Lisa activated her mother's healthcare power of attorney (POA) when two doctors deemed Mary unable to make medical decisions by herself. Fortunately, Mary still demonstrated enough



capacity to execute a new financial POA for Lisa. The basic, mass-market statutory form for their general estate in the existing POA put their finances at risk because it wasn't designed for long-term care needs.

With her hands now on the wheel, Lisa learned that her parents had done no advanced estate planning. Mary's home would be considered an asset affecting Medicaid eligibility. Same thing for her life insurance, which couldn't be used for final expenses as

intended in the first place.

It seemed the only path Lisa could take was dictated by Wisconsin's Medicaid rules. To qualify, Mary needed to sell her home, cash in the insurance policies, and spend down to below \$2,000.

SPECIALIZED HEALTHCARE EXPERTS OFFER 11TH HOUR SOLUTION

Just when Lisa felt cornered with assisted-living needs imminent, an alternative presented itself. The lawyer she'd worked with on the new financial POA put her in touch with an Elder Life

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Group Advisor, who conducted an immediate review and opened brand-new doors.

It turned out the family could still do advanced planning to protect their assets. When selling her house, Mary could protect a portion of funds and use the rest for any nursing home expenses. She could also convert the insurance policies into a Medicaid-exempt funeral trust.

Lisa was relieved. This was exactly the kind of expert guidance she needed at the last minute.

FAMILY RESTS ASSURED WITH LONG-TERM STRATEGY SECURING THEIR FINANCES

By the time she entered a facility, Mary's condition had declined and required enhanced care. The cost was \$316 per day, but Elder Life Group's plan ensured this wouldn't be a problem.

- **53% of estate** protected from nursing home expenses
- **\$70k held in trust** from Mary's estate
- **\$5k irrevocable funeral trust** to secure Mary's final expenses
- **Retained life insurance policies** rather than cashing them in needlessly
- **9 months of healthcare costs planned** before receiving Medicaid relief in under 1 year
- **Reimbursed for expenses** tied to medical equipment and other treatment for Mary

Elder Life Group offered Lisa the one thing she couldn't find anywhere else: Options. As a result, Mary is now getting the care she needs without jeopardizing her estate. Her children will one day also enjoy the legacy their parents worked so hard to provide.

Elder Life Group is a leading financial services provider specializing in healthcare and retirement planning. Our advisors work with law firms, insurance professionals, and financial institutions across the country to protect our valued seniors from the high costs of aging.

We find options, you find peace of mind.



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