

FINANCIAL REPORT

THE COST OF LONG TERM CARE

By Fred T. Snyder

2.3 million of our nations elderly will live in nursing homes this year. The bill to cover their needs will exceed 38 billion dollars. Who pays that cost? Medicaid pays for the poor, that program covers about 1/2 of the cost. Of the remaining 19 billion, 51% will be paid by the nursing home resident or family member, 42% is paid by welfare, and

contrary to popular belief, medicare pays only a tiny fraction of the cost of nursing home care, about 2%. The most effective and guaranteed method to cover this risk is through private insurance; this industry pays about 1% of the cost, with other sources providing the remaining 4%.

Everyday 5000 people pass age 65, and 4% will need nursing home care. The elderly

population is at 31 million. In thirty years it will reach 50 million. The number of elderly living in nursing homes will grow even faster. The average annual cost today is \$22,000; in the year 2018 it will be around \$55,000, if inflation is low. Statistically we are living longer, hopefully that trend will continue. If a person entered a health facility at age 65 and was ex-

pected to live twenty years, the cost for care could exceed \$700,000. This cost places a heavy financial burden on the person in need and could devastate their net worth, as well as placing tremendous pressure on family members, possible preventing them from obtaining their financial goals. It's ironic that we place faith in government programs when we know they are not adequate, and ignore the source designed to fill that area of exposure.

One policy may not cover all the risk possibilities. It's important that the definition of covered expenses is understood as well as the limitations of coverage. What's is a good policy? The fixed daily benefit should be around eighty dollars per day. The waiting period should be 20 to 30 days. A longer waiting period will reduce the annual premium. The maximum benefit period for one stay should equal three to four years; maximum benefit for all stays unlimited. Find out if your policy will pay full benefits for skilled-nursing, intermediate, and custodial facilities, if not what does it pay? Does your policy have a prior-hospitalization rule? Will it pay home care benefits? Is there a waiver of premium and guaranteed renewable feature? Will the premium remain level for life?

AMERICA'S BEST & BRIGHTEST BUSINESS AND PROFESSIONAL MEN MEET THE CHALLENGES OF THE '90s

Seventy-two men currently featured in the September Men's Issue of *Dollars & Sense* magazine have been designated America's Best and Brightest Businesses and Professional Men of 1992 - the result of the magazine's annual survey, which is national in scope.

Educated, ambitious and astute, these men provide living testimony to the fact that there exists a sizable cadre of men determined to make a difference in the quality of life for themselves and their families and who remain fully committed to "giving back" to their communities with an emphasis on uplifting those classified as "unfortunate."

Upward bound, these achievers are between the ages of 25-49; chiefly married, with children; and earning in excess of \$75,000 a year, which represents a combined income of \$12 million annually. Their occupations run (See *America's Best*, Page 17)

Health care is a major concern for everyone. The emotional impact associated with caring for loved ones is severe enough without the added pressure of financial insecurity. In planning your financial future, review your health coverage annually and consider all contingencies regarding your health and the people that may need your support.

Fred Snyder is an investment advisor for UNION EQUITY PARTNERS.



FRED T. SNYDER

Real Estate Perspective

By Loretta A. Hall



"HERE ARE 5 REASONS SOME HOMES MOVE MORE QUICKLY THAN OTHERS"

Listen up prospective sellers, just in case you have not heard — it's a buyers' market. If you are serious about selling your home, here are five reasons some homes move more quickly than others. When a home sells today there are usually several reasons it stands out from the crowd whereas other homes languish on the market for many months unsold. Here are five primary reasons homes sell: **HOMES** that are in the best condition usually sell quickly. The reason is most home buyers want a red ribbon deal with no necessary repairs. The moral is get your home tip-top condition before putting it on the market for sale. Make sure all the buyer needs to do is turn the key in the door to move in. **HOMES** that are priced realistically also sell rapidly. If your home is priced above its market value, both the real estate agents and the prospective buyers know it. Don't hope some stupid buyer from out of town will overpay for your home. It just doesn't happen. **HOMES** listed with the most successful real estate agents sell quickly. However, even the best real estate agents have difficulties selling homes today, so list your home for sale with the top agent who sells homes in your neighborhood. Interview at least three agents, listen to their presentations, study their comparative market analysis forms, ask lots of questions about fees, services and marketing plans. Then insist on receiving a list of the nearby homes that has sold in the last six months in your area. Phone the sellers to ask if they were satisfied with their agent and if they would list their home for sale with the agent again. You may want to think about signing a listing longer than 90 days without cause. The reason is long listings make some agents lazy. Agents work hardest, smartest and fastest just before their listings expire, so you want to keep your agent hustling to get your home sold. **HOMES** with easy financing sell quickest. If you can help finance the sale, as many retirees can, by carrying back a first or second mortgage you will make your home easy to buy. That should be your goal to get buyers to choose your home over the dozens of dozens available homes out there today. Lastly, **HOMES** that are easy to show to prospects sell quickly. Be sure your home has a multiple listing service lockbox so all member agents can easily show your home to buyers on short notice. Example, several months ago while with a client and on the way to look at another home, the client spotted a for sales sign on a house and asked me if we could inspect it. Since it was vacant and had a lockbox we instantly inspected it. The client bought that home and is living it today. This is just one example of why it is so important to make homes easy to show to prospective buyers. Add these five helpful tips and make your home move more quickly than others homes that are on today's real estate market!

As always, please contact a professional for additional information regarding your special needs or send all inquires to me c/o **REAL ESTATE PROSPECTIVE**, Las Vegas Sentinel-Voice Newspaper, 1201 South Eastern Avenue, Las Vegas, Nevada 89104.

RTC

Resolution Trust Corporation

Department of Minority & Women Owned Business

Presents

"How to Work With The RTC"

8/27/92 Radisson Hotel Denver Colorado	9/17/92 Radisson/ Airport Albuquerque New Mexico	9/24/92 Marriott Hotel Salt Lake City Utah	10/1/92 St. Tropez Las Vegas Nevada	10/8/92 Hyatt Regency Phoenix Arizona
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Program Highlights

- Final Policy for MWOB Program
- How to Purchase Savings & Loans Associations
- How to Acquire RTC Assets (REO)
- Contracting with RTC
- Contracting for Legal Services Contracts

Program Schedule

Registration begins at 8:00 a.m.

The program will begin promptly at 8:30 a.m.

and will conclude at 12:30 p.m.

PRE-REGISTRATION IS NOT REQUIRED

Seating is limited. Attendance is on a first come, first serve basis...

For additional information on these Seminars

Call 1-800-542-6135

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