



LINKED BENEFIT PRODUCTS: A FEW FACTS



Have you talked with your clients about their long-term care needs? Have the conversation today... and include a discussion of the many linked benefit options DBS has available.



FACT: Almost 2/3 of people over age 65 will require LTC services at some point in their lives.¹



FACT: 10,000 baby boomers are reaching retirement age every day.²



FACT: \$108,405 is the annual national median cost for a private room in a nursing home.³



FACT: By 2030, many retirees will not have enough income and assets to cover basic expenses related to LTC.⁴



FACT: 66% of all caregivers used their own retirement and savings funds to pay for care.⁵



FACT: Only 11% of adults over age 65 own a long-term care insurance policy.⁶

¹ How Much Care Will You Need? | ACL Administration for Community Living. Updated 2/18/2020, www.acl.gov/ltc/basic-needs/how-much-care-will-you-need.
² AARP, July 29, 2017. ³ Genworth Cost of Care Survey, 2021 conducted by Carescout, www.genworth.com. ⁴ Can America Afford Tomorrow's Retirees? Employee Benefit Research Institute, 2003. ⁵ Genworth Cost of Care Survey, 2021 conducted by Carescout, www.genworth.com. ⁶ Who owns long-term care insurance? www.forbes.com August 18, 2016.

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