Long Term Care News

October, 2017 Edition

Fall, beautiful fall -- or "how to FALL your way into a nursing home!" Sorry for hitting you over the head with that bit, time to be sure that elderly clients, parents and others are safe at home -- contact Lifespan for more information on fall prevention ideas.   Getting back in the groove of a monthly update, so this will be short!

Carrier News

Again, laying low -- Mutual of Omaha has implemented a new procedure for issuing policies where the applicant is rated due to health concerns, in those cases where this might come as a surprise! In other words, submitted standard, issued Class 1, much higher premium. There will be a 14-day period during which time the producer can discuss the offer with the client, can obtain additional medical information for consideration, or make changes in benefits to bring the premium back in line with the budget -- before the policy is issued.   If no response within this time period, the application will be withdrawn.

The State of Virginia has approved the deal between Genworth and China Oceanwide.

Meetings, CE, etc.

October 4 -- a very popular date! However, this time meeting-goers can do both breakfast and lunch.

- The Society of Financial Service Professionals hosting "Danger Ahead: Prepare your clients for Medicare changes in 2018" presented by Richard Grossman of ROC Insurance Services. Midvale CC, 7:45 am for breakfast, contact jill@societyoffinancialserviceprofessionals.com to sign up
- NAIFA Rochester, luncheon at Monroe Golf Club, 12:00 -- discussing topics pertaining to the insurance profession, including the DOL Fiduciary rule, Cyber-Security and tax reform. e-mail naifarochester@gmail.com to sign up

October 11 -- the Financial Planning Association presents "Understanding the College Financial Process" at 7:45 am for breakfast at Locust Hill CC. CE credit for a program conducted by Paul Celuch of College Assistance Plus. Contact admin@nyfpa.org to make a reservation.

October 26 -- 4-6 pm for hors d'oeuvres, drinks and a chance to network at a free event sponsored by the Community Foundation. 500 East Avenue, contact Joseph Barcia at jbarcia@racf.org for a reservation.

Media

Even though it's been a short time since our last newsletter, tons of media concerning long term care issues, ranging from how to prepare, how to talk to clients, how to "fund your plan," and some very interesting articles covering updates on the local Rochester scene from a couple of local care providers, the opening of a green-house wing at Jewish Senior Services, and a program by Episcopal Senior Life that involves getting out into local communities.

If you have a concern, or need resource information or articles for clients, contact me and I'll bet I've got something interesting!

Unbelieva-BILL that our favorite team is actually winning, keep up the good work! Now's the time to talk to clients about their plans -- what do you want to do if you can no longer care for yourself? is the opening line in case you haven't heard that one before from me. Hopefully you've all read the surveys -- clients aren't afraid of dying, they're afraid of living without money -- a long term care crisis costs a lot of money but good planning is the solution to the problem and we can help fund that plan.

So enjoy our colorful season, do some leaf-looking and take a winery tour, makes everything better!

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