

November LTC News and Views

Welcome to Long Term Care Awareness Month! Whether you're getting it, giving it, worrying about how to pay for it, or denying it, the subject has come a long way since last century when every senior on Medicare assumed it was covered. Yeah, they still do but at least the information is out there, everywhere, ignorance might be bliss but the excuse is gone. So are our pumpkins, smash, crash!

Carriers

- **Care Scout Insurance Company**, wholly owned subsidiary of **Genworth**, launched their new long term care insurance product last month. Some features –
 - Open to individuals ages 40-65
 - Benefit account options from \$50,000 to \$250,000
 - Daily maximum benefits from \$50 to \$200
 - Compound inflation options of 1%, 3% and 5%
 - Couples and preferred health discounts

Also included with every policy, access to an ecosystem of services and resources, including wellness programs and trusted (discounted) care providers.

Medicare and Medicare Advantage Information

- Due to high demand, Lifespan has added more 2026 Medicare workshops! A plan comparison chart is available for download, go to www.lifespan-roch.org to make a workshop reservation or obtain additional information.

The geographic area surrounding Monroe County is not experiencing the angst brought about in many other parts of the country caused by reductions in plan options for Medicare Advantage programs – aside from the fact that only a handful of MA plans are available locally. The restrictions in physician, hospital and pharmacy networks typical of MA plans nationwide, are not as severe in our area, which is a good thing. Only a wet baby likes change, but for many elderly patients, losing a favorite doctor, or the local pharmacy, is not high on the “favorite things” list, and hopefully your clients will not be impacted. The cuts in plans and benefits come as a result of deficit spending which mandates cuts (S-PAYGO) plus reductions in Medicare spending thanks to the Big Beautiful Bill. Just my own humble opinion, but more Medicare cuts and restrictions may be coming down the road.

Meetings, Associations, CE Credit

- Lifespan presents “From Challenge to Opportunity” featuring Dr. Daniel Mendelson, Geriatrician and palliative medicine physician, educator, Chief Medical Officer at the Jewish Home, and Professor of Geriatrics and Aging at the University of Rochester. Wednesday, November 5 at the Jewish Community Center, from 4:30-6:00 pm. Contact Lifespan to register.
- On Thursday, November 6 starting at 2:30 pm, you are invited to join John Hancock’s President & CEO, Brooks Tingle and Dr. Joe Coughlin of MIT AgeLab for a webinar exploring the Longevity Preparedness Index, a framework that reveals how Americans are preparing for longer, healthier, better lives. Go to [this link](#) to register!
- FPA of Greater Rochester is offering CE credits for CFP holders, but no insurance CE for a “Fixed Income History Lesson” presented by Robert Barnes and Emily Roland of Manulife John Hancock

Investments. Registration for the event on November 12 at Locust Hill CC opens at 7:45 for breakfast buffet, for the 8:00-10:00 am program. Contact dsmithbarlow@gmail.com to sign up.

- The Rochester Area Community Foundation's Celebration of Giving on Thursday, November 20 at the Hyatt Regency Rochester, will present The String Queens, and will honor Philip L. Burke, Esq., partner at Woods Oviatt Gilman. To obtain information and tickets for the program which will run from 6:00-8:30 pm, reach out to RSVP@racf.org.
- The Rochester Business Journal is hosting a virtual panel earlier in the day on November 20, at 10:00 am, entitled "Senior/Elder Care," and featuring local experts who are knowledgeable about the unique challenges and opportunities in our area's senior living landscape. Reach out to the Business Journal to be added to the webinar.

Media Info of Interest (drop an email to receive an article)

- Rochester area nursing homes recognized among best in NY by Newsweek
- Two Penfield senior living facilities sell
- LTCI makes a difference in family caregiving
- 10 Things to Know when Deciding on Senior Living
- AI company brings socially intelligent robot assistant to senior living – and by the way, the "alternate plan of care" feature in many long term care policies can cover this expense!
- Most Americans expect to need long term care, and don't want that care in assisted living

So did you hear about Josh Allen and Peyton Manning throwing a barrel over Niagara Falls to end the jinx on Buffalo? Time will tell if it's successful but it didn't benefit the other side of the Falls, as Toronto went down to defeat in one of the closest World Series contests in a long time. Thanksgiving is a time to get together with loved ones, and if any physical problems are detected, the time to develop plans for care.

Your health buys long term care insurance. Your money only pays the premium.

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