



## Meet Susan\*

Susan is in good health, has been married for 30 years, and she and her husband have 2 children. After 25 years of saving and investing she retired with over \$300,000 of investment assets and \$900,000 of IRA assets. With a risk management strategy initiated by Harding Financial Group, she is better prepared to confront any of the following situations →

At age 60, Susan used available cash from an investment account and was able to leverage **\$100,000** almost **6 times** for a total of **\$630,000** in total long term care benefits and a **\$210,000** Initial Life Insurance benefit. Susan has up to **\$8,750** each month to pay for covered LTC expenses for 6 years (longer if the monthly maximum is not used every month). Susan did not take loans or withdrawals.



### What if Susan never had a long term care event?

Because Susan did not exceed LTC benefits, she was able to leave a **\$210,000** tax free death benefit to her husband as her beneficiary.

### What if Susan used some of her long term care benefits?

Susan has a covered LTC event and used **\$80,000** of her LTC pool of money- reducing her death benefit to **\$130,000**. Since she had not exhausted her initial life insurance amount to pay for LTC expenses, the **\$130,000** was paid tax free upon her death to her husband as her beneficiary.

### What if Susan used all of her LTC benefits?

Because Susan used her entire LTC pool of money, her risk management strategy distributed a Residual Death Benefit of **\$21,000** upon her death.

### What if Susan changed her mind?

Several years after implementing her strategy, Susan wanted to invest in a new business. Because her strategy had been structured with a return of investment provision and she did not file any LTC claims, she received her full initial premium back without penalty. Of course, Susan must pay any taxes that are due.

\*This is a hypothetical example. Harding Financial Group risk management strategies are based on the individual needs of each client. Your strategy could vary significantly based on factors including but not limited to age, health and asset base.