



Brought to you by Jim Bertine, PGK, FIC, LUTCF, CLTC

KNIGHTS OF COLUMBUS Financial Beacon

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A MESSAGE from your agent

Dear Brother Knight:

The Knights of Columbus has been recognized by the Ethisphere® Institute, a global leader in defining and advancing the standards of ethical business practices, as one of the 2018 World's Most Ethical Companies®. The Knights of Columbus has won the distinction for five consecutive years and is one of only three companies in the life insurance category, underscoring the Knights' commitment to leading ethical business standards and practices.

Knights of Columbus Insurance is a Fortune 1000 company, with over \$109 billion of life insurance in force, \$24 billion of assets under management, and 42 consecutive years of superior ratings for financial strength from A.M. Best*.

Knights of Columbus Insurance is committed to serving our members and their families, by providing high quality insurance and annuity products, while upholding the numerous charitable and spiritual causes of building up society and the Catholic Church.

I am proud to serve as your Knights of Columbus field agent. I welcome the opportunity to meet with you, discuss your insurance needs, answer your questions, and help you secure your financial future.

Faternally yours,

Jim Bertine

*Currently rated A+ (Superior) by A.M. Best.

Chances are, you will need long-term care in your lifetime

According to a recent government report, it is more likely than not that an individual over 65 years of age will need some amount of long-term care in their lifetime.¹

According to a recent AARP survey, 87 percent of adults age 65+ want to stay in their current home and community as they age.²

By the numbers—the need, the cost 2 years. Average duration of long-term care need for those over 65.³

\$82,125. Median annual nursing-home cost, semiprivate room.⁴

\$470 billion. Annual value of long-term care provided by unpaid caregivers.⁵

21.9%. Percentage of long-term care costs that are paid out of pocket.⁶

62.3%. Percentage of long-term care services provided through Medicaid.⁷

What is long-term care?

Long-term care generally refers to care that is not medically necessary, but is needed when you are not able to perform two or more of the activities of daily living (ADLs): dressing, eating, bathing, using the toilet, transferring, and maintaining continence.

Assistance with these activities is considered custodial care and is not covered by most health insurance or by Medicare.

How to plan for long-term care

The vast majority of those needing long-term care are the elderly, but there is always the possibility of needing this type care before your elder years. The sooner you have long-term care insurance in place, the lower the premium, typically.

Many families provide unpaid custodial care for their loved ones—in fact, it is the most common source of custodial care.⁸ Often, the need for custodial care emerges gradually. A family care plan that works well initially may prove unsustainable over time.

Long-term care insurance options

Knights of Columbus Care is long-term care insurance which allows you to



choose **nursing-home only coverage**, or **comprehensive coverage**, which includes at-home care, nursing-home care, respite care, transportation, and a home-modification benefit.

With either plan, you select the daily benefit amount, the benefit duration, and the elimination period, each of which impact the cost.

The guaranteed purchase option allows you to obtain added coverage. When spouses have identical policies and one exhausts available benefits, either can use the other's benefits through **shared care**. Spousal discounts are available in most states.

Medicaid and Medicaid estate recovery Qualifying for Medicaid to cover long-term care costs requires the “spend down” of your own funds first, and you must have minimal household income.⁹

Even though you may be allowed to keep property while benefiting from Medicaid, by law, estate recovery must be attempted upon your death.¹⁰

The peace of mind of a plan in place There is likely no single answer to your long-term care planning. Savings, help of family, health insurance, long-term care insurance, and accelerated death benefits from a permanent life insurance policy may all combine to pay for your care, should you need it.

It may be wise for us to meet and discuss the benefits available to you through the Knights of Columbus insurance. ♦

^{1, 3, 4, 6, 7} ltccommission.org/ltccommission/wp-content/uploads/2013/12/Commission-on-Long-Term-Care-Final-Report-9-26-13.pdf

² aarp.org/livable-communities/info-2014/livable-communities-facts-and-figures.html

⁵ caregiver.org/caregiver-statistics-demographics

⁸ alz.org/documents_custom/2017-facts-and-figures.pdf

⁹ payingforseiorcare.com/medicaid/spend-down.html

¹⁰ elderlawanswers.com/medicaids-power-to-recoup-benefits-paid-estate-recovery-and-liens-12018

This material has been prepared for informational purposes only, and is not intended to provide, and should not be relied on for tax, legal or accounting advice. You should consult with your own qualified tax, legal and accounting advisors before engaging in any transaction.

What a surviving spouse needs to know

Whether you lose your spouse suddenly or after a long illness, you are faced with a host of decisions and details. The plans you have in place in advance will lessen the number of matters you must handle following the death of your spouse.

First things first—take care of yourself

Above all else, you must take care of yourself. Welcome the help and support of family and friends. While some matters must be addressed immediately, many can wait—take some time.

Your legal obligations

As a spouse, you are considered the closest relative; therefore, it will be up to you to follow through with funeral arrangements. A funeral home will most likely include these services, for which you have legal responsibility:

- Notification of the death to the Social Security Administration;
- Ordering copies of the certified death certificate (ask for at least 10);
- Proper handling of the deceased.

Depending on where you live, you may also have personal responsibility for any debts, taxes and other liabilities that are owed at the time of your spouse's passing.

Settling your spouse's estate

As a spouse, you are the most likely executor of your spouse's estate,

depending on your circumstances. Rarely does a surviving spouse get through this process without the assistance of one or more qualified advisors. For them to assist you, there is documentation you will need to gather for them, if you have not already:

- your spouse's will, if one exists;
- birth certificates, for both of you;
- your marriage certificate;
- any divorce decrees;
- life insurance policies, and annuities;
- deeds and titles (such as for real estate and vehicles);
- employer and/or union pensions;
- sole and joint bank accounts;
- individual and employer-sponsored investment accounts;
- stock or other legal interest your spouse had in a business;
- mortgages, leases, and any other current debts, both sole and joint accounts;
- Social Security cards, for both of you.

Protecting assets

When settling affairs for your deceased spouse, there are things you should do for your own benefit, and for your heirs, with the help of qualified professionals:

Stepped-up basis. An inherited asset may have a step-up in basis. The fair market value of an asset, at the time of inheritance, should be determined.

Deeds and titles. Property you held jointly with your spouse, such as vehicles and



real estate, should be changed to your name only.

Beneficiaries. If you have a will, one or more life insurance policies, bank and investment accounts in your name only, you may need to change the named beneficiary(ies).

Planning for your future

In the days and months following the loss of your spouse, give yourself time to think things through and consult with people you trust before making life-altering decisions or commitments.

As your Knights of Columbus field agent, helping at a time of loss is a big part of my service to you. Please contact me to assist you through this difficult time, or to better prepare for this eventuality, if you have not yet done so. ♦


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YOUR AGENT



Jim Bertine, PGK, FIC, LUTCF, CLTC

 7005 Backlick Court, Ste. 100
Springfield VA 22151-3942

 **PHONE:** (703) 845-3402

CELL: (571) 214-1447

FAX: (703) 291-8490

 **EMAIL:** james.bertine@kofc.org

WEB: jimbertine.com

Family benefits & services

Knights of Columbus consistently ranks at the top of the industry in financial stability and ethics. Please call to discuss these services:

- Financial needs analysis
- Life insurance
- Tax deferred fixed-rate annuities
- Long-term care insurance
- Disability income insurance
- Retirement account rollovers
- Estate preservation
- Scholarships
- Family fraternal benefits

Contact me today for information on long-term care insurance



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Knights of Columbus Supreme Office

Jim Bertine, PGK, FIC, LUTCF, CLTC

7005 Backlick Court, Ste. 100

Springfield, VA 22151-3942



The document your family will be glad you left behind

In one place, you can assemble all the information your family would need to take care of basic financial matters in your absence. Your complimentary Knights of Columbus Personal Planning Workbook helps you compile details about key contacts (attorneys, insurance agents, etc.), financial accounts, bills, passwords, the location of important documents, and more.



Contact me today for your complimentary Workbook.



Contact me today for information on long-term care insurance

Converting term life insurance to permanent life insurance



Most 65 year olds can remember being 25, and the years in between. But, when you are 25 years old, it is almost impossible to imagine yourself at 65, and you have yet to live the years in between.

When you are young, you are probably the healthiest you will ever

be, but you may also be earning the least you ever will. Term life insurance may make the most sense to you. Term life insurance is structured to give you maximum coverage at minimum cost.

The option to convert term to perm

If you have term life insurance through Knights of Columbus, you are guaranteed the option to convert to permanent life insurance without needing to re-qualify medically.

A Knights of Columbus term life insurance plan can be converted to a permanent plan at any time up to age 65.

Convert some or all of your coverage

Knights of Columbus term life plans allow you to convert all, or a percentage of your term life coverage to permanent life insurance.

Knights of Columbus conversion credit

The Knights of Columbus level term Conversion Premium Credit allows you

to receive credit for previous year's net premium paid.

Do you need to convert your plan?

As your family is growing, you want the peace of mind that life insurance coverage provides—your family is provided for if something happens to you.

As you go through life, permanent life insurance grows in cash value, and provides unique options for short-term cash needs. In the end, permanent life insurance provides a nest egg, of sorts, to leave for your family.

As you take stock of where you are, of the stability you have, and how much more you would like to have, consider permanent life insurance as one tool in your toolbox.

I can help you design the life insurance coverage that can evolve with your goals, your lifestyle and your budget, from 25 to 65, and beyond. ♦