

## Know Your Long-Term Care Options

Nearly three quarters of the population over age 65 will require some form of long-term care during their lifetimes. Even more troubling is the fact that 40% of them will need care in a nursing home according to the Department of Health and Human Services. While family and friends will usually try to meet the needs of their loved ones, in most cases a professional caregiver will be needed as a part of the long-term care plan.

**While family and friends will usually try to meet the needs of their loved ones, in most cases a professional caregiver will be needed as a part of the long-term care plan.**

Once you have determined which daily activities need support, a few choices for care are possible. Family and friends can pitch in to cover certain needs while a homemaker service or a home health aide can come in and offer support in other areas.

As you weigh your options for care, consider these costs:

- *Homemaker Services*  
\$18/hour
- *Home Health Aide Services*  
\$19/hour
- *Assisted Living Facility*  
(single) \$3185/month
- *Nursing Home*  
(semi-private) \$185/day
- *Nursing Home*  
(private room) \$206/day

*These are national average costs for long term care in 2010\**

A common misconception is that health insurance will pay for long-term care expenses. The fact is long-term care is

### Assessing the need

When putting together a long-term care plan, the first step is to determine the appropriate level of care needed. Observe the daily activities of the person and determine which activities are the ones they are struggling to accomplish. A doctor, nurse, geriatric care manager or a hospital discharge planner may be helpful.

#### INSIDE:

- Long-Term Coverages
- Waste Disposal Drop-Off Sites
- Lipitor No Longer Covered
- Friends of Mutsko
- Getting Started on Medicare Workshop Schedule



*Dear Friends and Clients,*

Are you disappointed with the interest rates being offered on savings accounts today? You may be interested to know that you can increase the return on your investment with **annuities**.

Consider these points:

- Annuities offer a moderate to significant increase in your income.
- Annuities are tax deferred. (If you are not currently using your money, why pay taxes on it?)
- Annuities are built with several guarantees. Some include the full backing of the insurance company which offers far stronger financials than many banks.

If you have money invested that is purely for future emergencies, inheritance, or if you are using your funds to generate income for day-to-day expenses, you may want to consider an annuity.

Annuities are not a place for all of your money as diversification is very important. Money invested in annuities should be savings that are not required for short-term needs.

I can tell you more about your options so you can make an informed decision about your investments. Feel free to give me a call. It's possible that an annuity may benefit to you more than a savings account.

*And as always, it is my privilege to serve you.*

*Laura Mutsko*

generally not considered medical care. Because of this, health insurance plans will not pay for long-term care expenses. Medicare will generally cover skilled care assuming you have been in the hospital for at least 3 days. However, it will not provide care for an extended period of time (e.g. more than 100 days). Also, it usually does not cover home or personal care services.

Long-term care insurance can provide you and your family with protection, but it must be purchased before a

need arises. A good time to consider long-term care insurance is when you are in your 50s.

Call me today to learn more about the unique features and options available to you through long-term care insurance.

For an appointment, call me at 440-255-5700 or toll-free at 888-951-6201. I will be happy to give you more details on how long-term care insurance can protect you, your assets, and your family from the financial and emotional cost of long-term care.

*\* Genworth 2010 Cost of Care Survey*

## It's Spring Cleaning Time

Do you have a clunky old computer that's just collecting dust? Have you been intending to shred those old documents but never seem to have the time? You're in luck! Many cities and counties throughout Ohio have programs in place to help you clear out the clutter and get rid of those tough to dispose of household items.

Some Ohio counties are establishing waste disposal drop-off sites, too. For information on recycling and solid waste disposal in your community, please call the Ohio State University Extension at 440-350-2582 or check with your city hall to find out where the nearest collection center is in your community.

Here are just a few of the special events that are planned:

**April 21:** Scrap Tire Collection at Lake County Fairgrounds. Accepting up to six tires without rims for free. Small charge to dispose of tires with rims.

**April 28:** National Prescription Drug Take Back Day. Contact your local police department for the nearest drop-off location.

**May 5:** Computer Collection for Lake County Residents at Lake County Fairgrounds. Accepting computers, keyboards, monitors, mice, printers and modems.

**May 21:** Euclid Community Shred Day behind Euclid City Hall. On-site shredding of up to five boxes per resident.



# Lipitor Will No Longer Be Covered Beginning April 1, 2012



Anthem Blue Cross and Blue Shield recently announced that Atorvastatin, a new generic for the brand name Lipitor, had been added to their covered drug list. Since the generic is less expensive and just as safe and effective as Lipitor, beginning April 1, 2012, Lipitor will no longer be covered. Atorvastatin will continue to be covered.

The coverage change does not apply to local groups that do not have the “clinically equivalent” benefit exclusion in place, but prior authorization will be needed. Medicare Part D and state-sponsored business are not impacted.

*Friends of*  
Mutsko Insurance Services, LLC

We enjoy doing business with people and companies who share our standards and serve their customers with honesty and respect. If you would like to have your business mentioned as a “Friend of Mutsko Insurance” in our newsletter and on our web site, send me an email at [lmutsko@mutskoinsurance.com](mailto:lmutsko@mutskoinsurance.com).

---

**Carol Baglia**  
Correct Breathing Concepts  
440-357-5834  
[www.correctbreathing.com](http://www.correctbreathing.com)

Carol is a licensed respiratory therapist who offers a drug-free solution to safely reduce or eliminate reliance on machines or expensive medications for those suffering with asthma, allergies, emphysema and other respiratory problems.



Know someone who is turning 65 or looking for information on Medicare?

Please tell them about my upcoming **“Getting Started With Medicare”** Workshops.

4/5.....	6:30-8:30 pm.....	City of Shaker Heights.....	216-491-2578
4/17.....	6:30- 8:30 pm.....	Kenston School .....	440-543-2552
4/19.....	6:30-8:30 pm.....	Lakeland Community College .....	440-525-7116
5/1.....	7:00-9:00 pm.....	SELREC Brush High School.....	216-382-4300
5/2.....	2:00-4:00 pm.....	Lorain County Community College .....	440-366-4148
5/8.....	6:30-8:30 pm .....	Polaris Career Center.....	440-891-7600
5/9.....	7:00-9:00 pm.....	Chagrin Falls Middle School.....	440-274-5375
5/10.....	6:30-8:30 pm.....	Mandel Jewish Community Center .....	216-593-0448
5/15.....	2:00-4:00 pm .....	Andover Public Library.....	440-293-6792
5/17.....	6:30-8:30 pm .....	Polaris Career Center.....	440-891-7600
5/21.....	6:00-7:30 pm.....	Willoughby Hills Public Library.....	440-942-3362
6/13.....	2:00-4:00 pm.....	SELREC Lyndhurst YMCA.....	216-382-4300
6/20.....	10:00 am-Noon .....	Lakeland Community College .....	440-525-7116
6/26.....	6:00-8:00 pm.....	City of Shaker Heights.....	216-491-2578
6/28.....	6:30-8:30 pm.....	Kenston School.....	440-543-2552

For a complete list of upcoming classes,  
visit my website at [www.mutskoinsurance.com/seminars](http://www.mutskoinsurance.com/seminars)

## A Salute to Military Women

Did you know that women have served in every U.S. military conflict



beginning with the American Revolutionary War to the current wars? Today, more than 214,000 women are on active duty and make up better than 14% of our military.

We salute these women. Thank you for your sacrifices and service to our country.

## Find It & Win!

Somewhere in our newsletter is a misspelled word.

Be the first to spot it and call us and you will win a \$10 gas gift card!

Call 440-255-5700

or toll-free at

888-951-6201.

*Mutsko Insurance Services, LLC*

*Insurance for All Ages and Stages*

Medicare Advantage • Life • Health • Dental • Group Coverage • Medicare Supplements • Annuities

**440-255-5700 or 888-951-6201**

**[www.mutskoinsurance.com](http://www.mutskoinsurance.com)**

*The nicest compliment you can give, is your referral.*