



Long Term Care Associates, Inc.

Protecting Your Future...That's What We Do!



"WHAT A DIFFERENCE AN AGE MAKES" OCTOBER 2012 NEWSLETTER

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LTCA, Inc. BLOG

For many people, this is a favorite time of year. It's not too hot and not too cold, something to enjoy in CNY! The kids are settled back in school. The trees have displayed their plumage, and Halloween is around the corner. It's another transition period like spring... a good time to take a deep breathe and relax before the holiday season starts.

For long-term care planners, like me, it's almost the end of another year helping clients understand the importance of long-term care planning.



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I attended the NYS Caregiving and Respite Coalition Conference in Rochester recently. The focus was on forging policies and partnerships to help caregivers with their daily responsibilities. Topics included Caregivers in the Workplace, Person Centered Care in the Home, Housing Options, Caregiver Assessment, and Feeding the Soul of the Caregiver. The topic most often discussed was Respite for Caregivers. What is the current state of respite services: What are caregivers' experiences with respite care? What can we do to enhance services?

We talked about how to change our culture so that older adults are treated with dignity and looked upon as productive members of society; how it is the responsibility of families to care for one another.

What struck me is that many of the issues facing caregivers and care recipients are addressed by long-term care insurance. The purpose of the insurance is to provide quality of life, funding and services for the care recipient while creating a network of support for the caregiver.

Current policies are geared towards promoting as much independence and choice for the disabled individual while allowing him/her to stay at home; case management as a resource for the family; and respite for the caregiver.

It is my belief that we will all be either a caregiver or care recipient at some time in our lives. The dedication of the professionals at the conference to find solutions for caregivers was very encouraging, but it is up to every family to plan for the future and take care of each other.

We look forward to helping you make your plan a reality.

Our goal is to always say "We can help you". Call us today to discuss any of your concerns or needs.

Enjoy the seasons of your life...

To your secure future,
Susan, Ann, Naomi and Groucho

VOTE...

Don't forget to vote on November 6th. Your vote is important. It could change the course of health reform in our lifetime and that of our children.

NYS PARTNERSHIP 2/4/50 PLAN

There is still no news on the NYS Partnership policy updates which include a new 2/4/50 Total Asset protection policy (2 years nursing home care or 4 years home/assisted living care) and the ability to offer EITHER 5% or 3.5% compound inflation options to our clients. These changes have been submitted for review to the NYS Insurance Department by three carriers, MedAmerica Genworth and John Hancock. We hope for approval by the end of the year and anticipate reasonable premiums rates.

FOR HOSPITALS, HEALTH REFORM STARTED ON OCTOBER 1ST

The Washington Post recently published an article by Sarah Kliff that discussed two parts of the health reform law that went into effect for hospitals on October 1, 2012. "One penalizes hospitals if patients are re-admitted to the hospital within one month of a visit for a condition that should have been dealt with on the first trip. The other seeks to redistribute higher Medicare payments for the hospitals that are delivering better care."

According to the article and the Independent Medicare Payment Advisory Commission, approximately 15.3 percent of hospital admissions result in a readmission. In 2010, this happened 1.9 million times at a cost of about \$17.5 billion.

If hospitals have a high readmission rate for patients within a particular timeframe, they could lose as much as 1 percent of their Medicare reimbursement rate. The 1 percent penalty payments will go into a pool. Those hospitals that perform well will get a larger Medicare reimbursement while those that perform poorly on quality of care may not get any reimbursement.

As Ms. Kliff states in her article, the goal is to "create an incentive for hospitals to deliver high-quality care, rather than perform lots and lots of procedures".

These new policies should hopefully have a positive effect on patient care and encourage hospitals to set-up programs that track and maintain the well-being of patients once they are

discharged.

REFERRALS...

Thank you for your referrals last month. Don't keep us a secret. We're never too busy to talk to your family and friends about long term care planning and caregiver concerns.



We offer many long-term care planning strategies:

- NYS Partnership and Non-Partnership Plans
- Life Insurance with LTC Riders
- Life Insurance
- Group LTC for Businesses and Associations
- Medicare Supplement Plans (Medigap)

Contact us at **800-422-2655** or susansuben@31greenbush.com
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