

**A GROWING URGENCY:
RETIREMENT CARE REALITIES
FOR MIDDLE-INCOME BOOMERS**

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METHODOLOGY AND DEFINITIONS

This study from the Bankers Life Center for a Secure Retirement—*A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*—was conducted in October 2018 by the independent research firm The Blackstone Group.

The internet-based survey consisted of a nationwide sample of 1,500 middle-income Americans age 54 to 72. Quotas were established based on the U.S. Census Current Population Survey data for age, gender and income to obtain a nationally representative sample. The margin of error is +/- 2.5 percentage points at the 95% confidence level.

Multiple answers were accepted on some questions; results on these questions sum to greater than 100%.

For the purposes of this study, the Bankers Life Center for a Secure Retirement used the following definitions.

What is middle income?

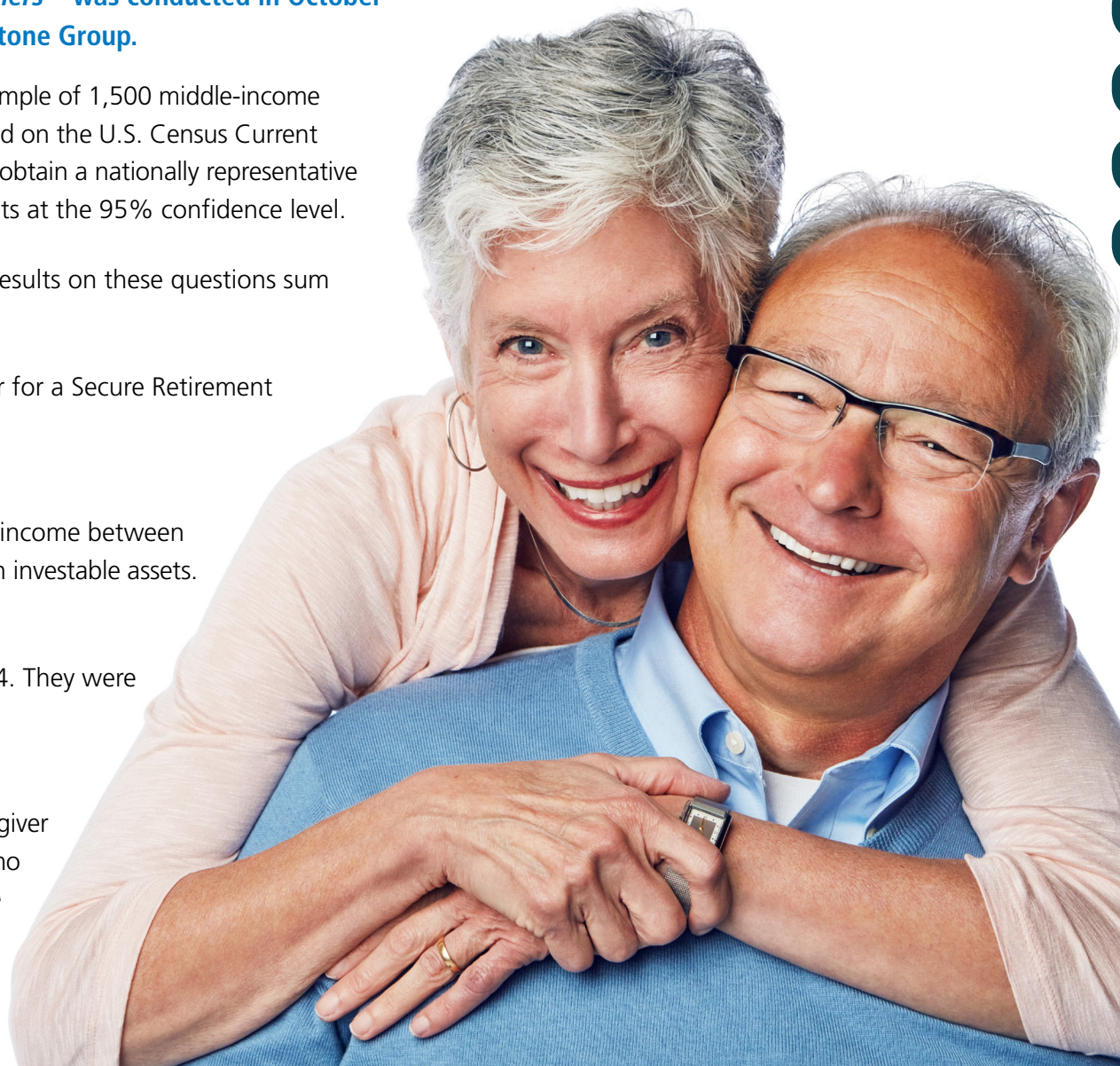
Middle-income Americans have an annual household income between \$30,000 and \$100,000 and have less than \$1 million in investable assets.

Who is a Boomer?

Boomers are Americans born between 1946 and 1964. They were 54 to 72 years old in 2018.

Who is a caregiver?

A caregiver is someone who is/has been a primary caregiver to a parent, step-parent, in-law, spouse or adult child who needs/needed care due to a disability, a chronic disease or old age. Professional caregivers are not included.



INTRODUCTION

For the first time in a Bankers Life Center for a Secure Retirement study, more middle-income Boomers now consider themselves retired than not retired. And as 10,000 Americans continue to turn 65 each day, retirement care—whether at home or in a facility, due to injury, chronic illness or decline in physical or cognitive function—is becoming an increasingly urgent issue for which Boomers need to plan for and address.

According to projections from the U.S. Department of Health and Human Services, nearly 70% of current Boomers will require some type of long-term care services during their lifetime.¹ Half (51%) of those requiring care will need it for up to two years and more than one-quarter (27%) will require care for more than five years.² The U.S. Department of Health and Human Services also estimates that the average total cost for the future care of Boomers is \$138,000,³ which if not adequately planned for can cause a significant strain (or worse) on the retirement savings of many older middle-income Americans.

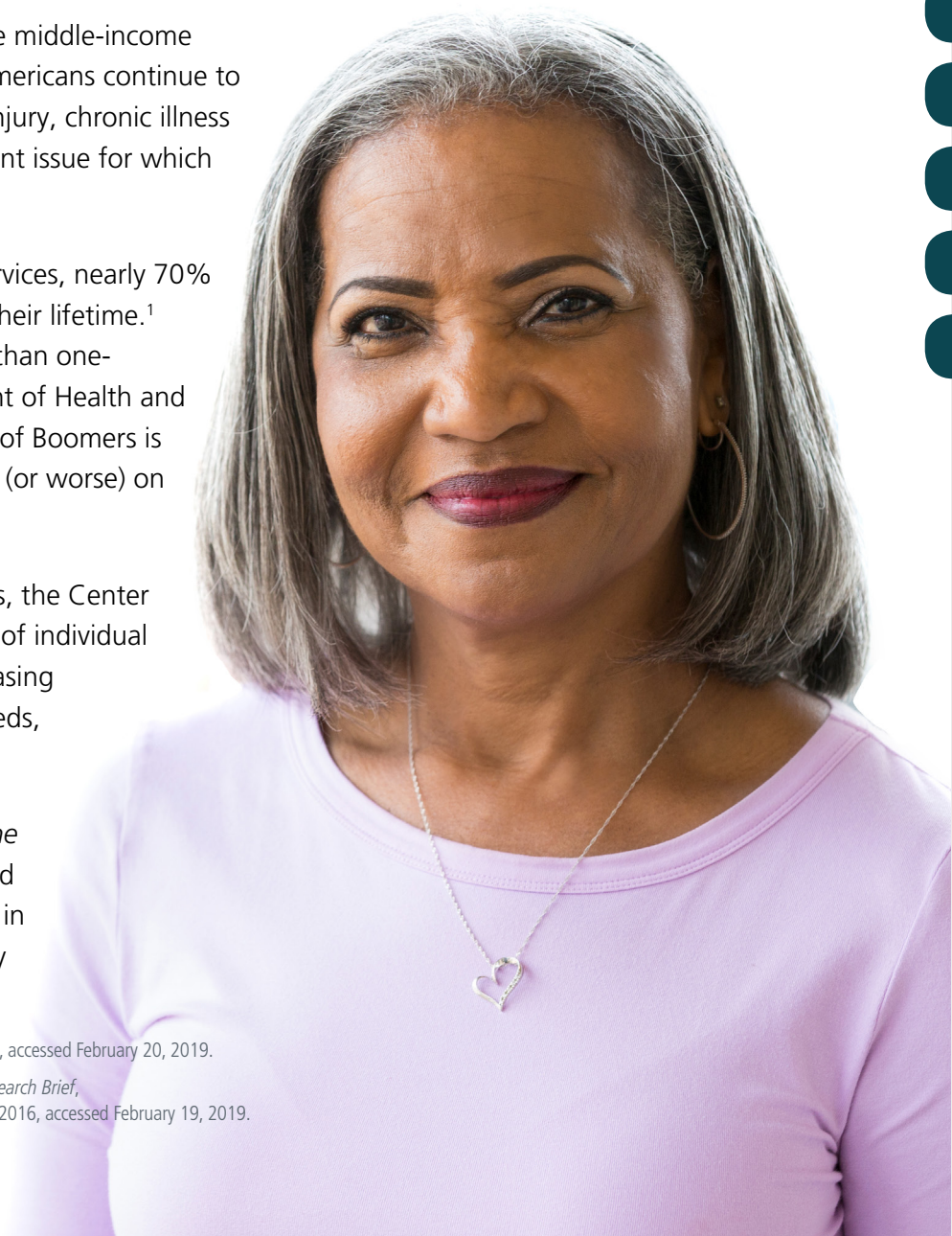
How prepared are middle-income Boomers to face this reality? In recent years, the Center for a Secure Retirement has explored their response to an increasing amount of individual responsibility for their financial security in retirement. But while there is increasing awareness among Boomers of their need to plan for their retirement care needs, the extent of their actions taken to-date is cause for concern.

In this study, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, the Bankers Life Center for a Secure Retirement seeks to understand how prepared middle-income Boomers are for the possibility of needing care in their retirement—their changing expectations, insufficient preparation activity and dangerous misconceptions.

¹U.S. Department of Health and Human Services, *How Much Care Will You Need?*, www.longtermcare.acl.gov, October 10, 2017, accessed February 20, 2019.

²U.S. Department of Health and Human Services, *Long-Term Services and Supports for Older Americans: Risks and Financing Research Brief*, <https://aspe.hhs.gov/basic-report/long-term-services-and-supports-older-americans-risks-and-financing-research-brief>, February 2016, accessed February 19, 2019.

³Ibid.



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RETIREMENT CARE TODAY

BOOMERS EXPECT A DIFFERENT RETIREMENT EXPERIENCE

As 10,000 people turn 65 every day, for the Baby Boomer generation—those born between 1946 and 1964—a personally fulfilling retirement remains an expectation.

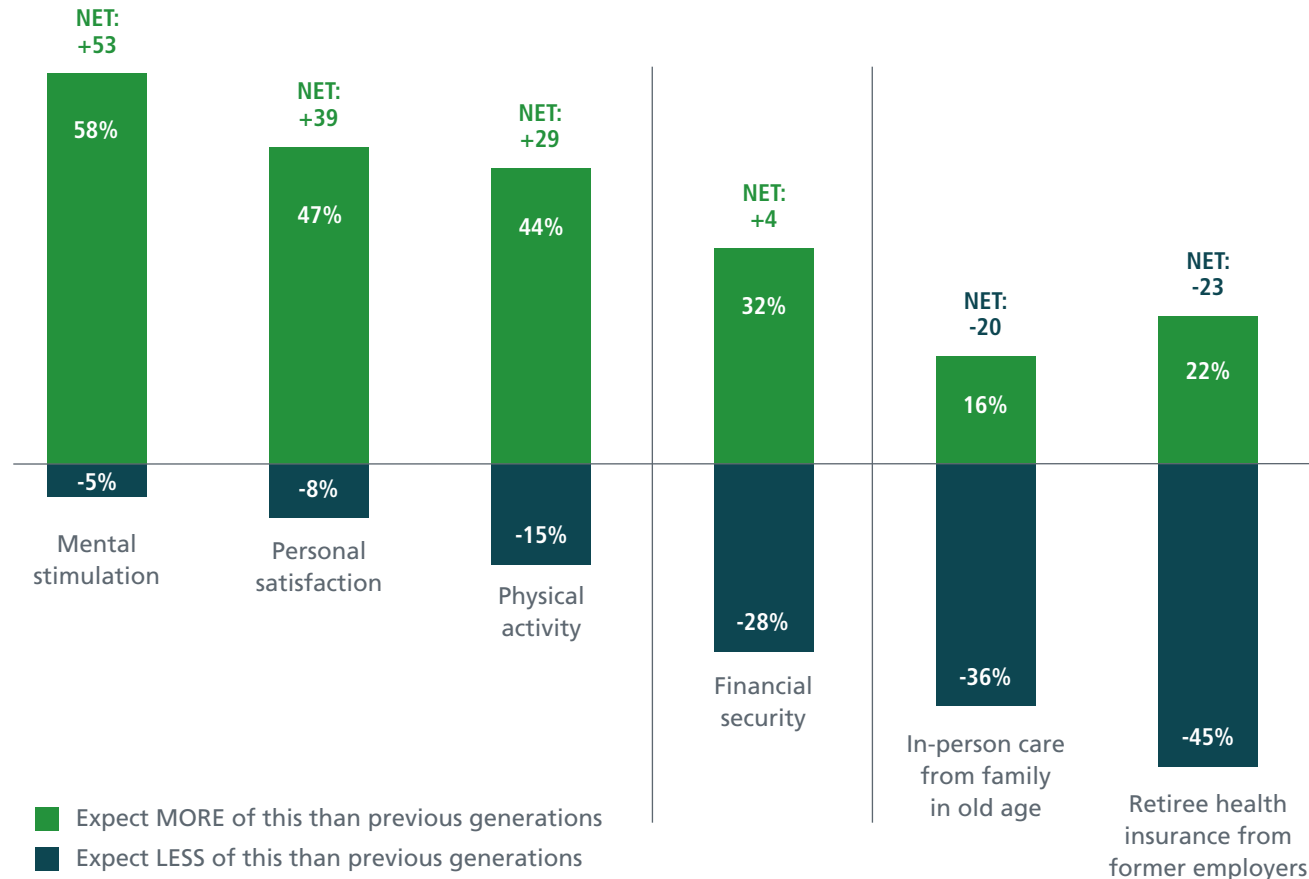
Half (47%) of middle-income Boomers expect their retirement to include more personal satisfaction than previous generations and around half expect their retirement to include more mental stimulation and physical activity (58% and 44%, respectively) than previous generations' retirements.

At the same time, Boomers also expect less help from family and former employers—more than one-third (36%) expect less in-person care from family, and nearly half (45%) expect less health insurance from former employers.

A Growing Urgency:
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MIDDLE-INCOME BOOMER EXPECTATIONS FOR THEIR RETIREMENT

Compared with previous generations



Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.

n=1,500

► Boomers expect a different retirement experience

Health—not money—remains Boomers' primary concern

Boomers unprepared for a financial emergency

Retirement care is impacting more and more Boomers

Who Boomers are caring for

Boomers want to be the primary decision-maker

Boomers have insufficient savings to pay for care

False confidence in managing costs

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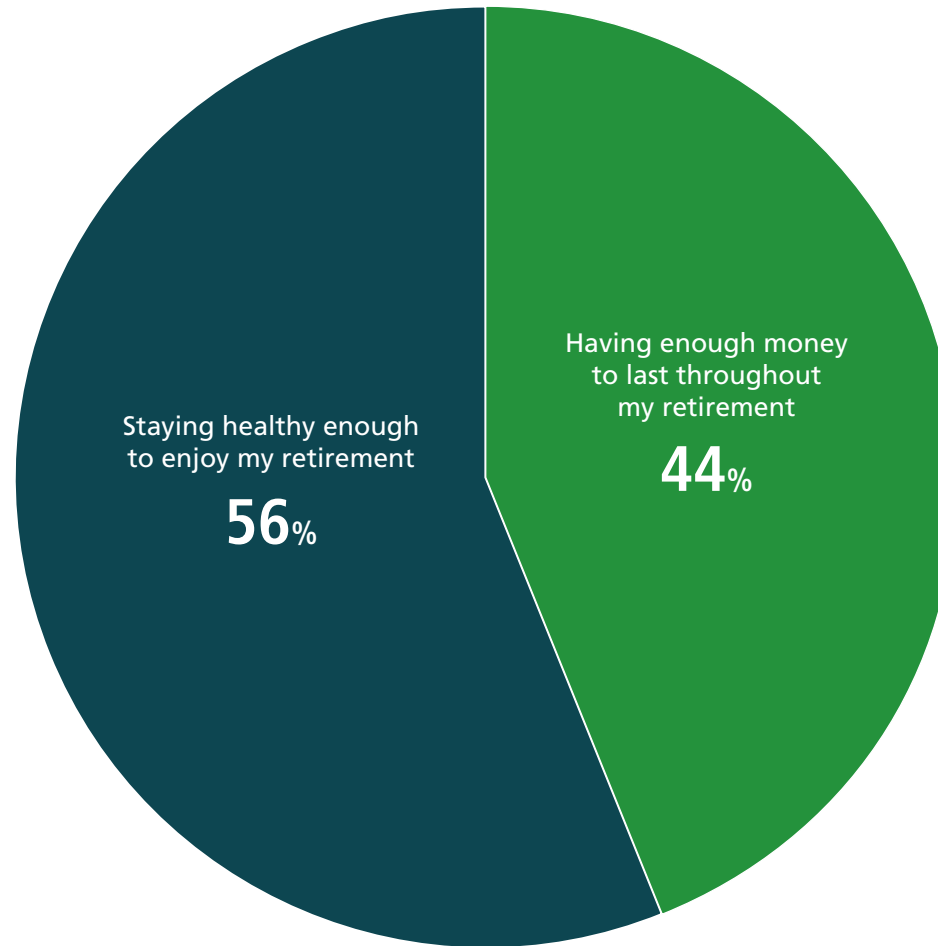
HEALTH—NOT MONEY—REMAINS BOOMERS' PRIMARY CONCERN

Staying healthy in retirement remains the pressing concern for Boomers, even more than having enough money.

For more than half (56%) of middle-income Boomers, their primary retirement concern is staying healthy enough to enjoy their retirement.

Having enough money to last throughout retirement is the primary concern for just over four in ten (44%) middle-income Boomers.

MIDDLE-INCOME BOOMERS' BIGGEST WORRY AS THEY GET OLDER



Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.

n=1,500

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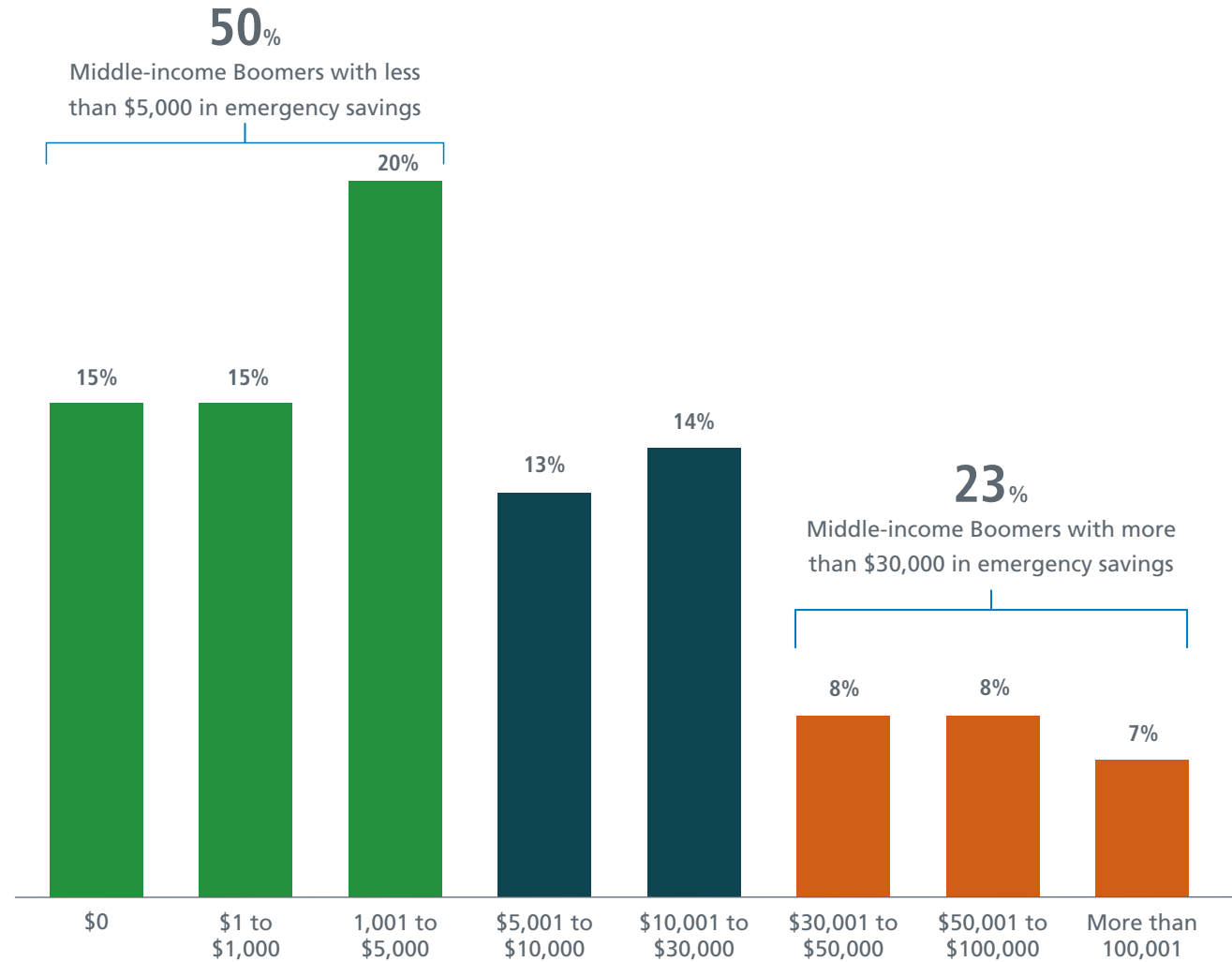
BOOMERS UNPREPARED FOR A FINANCIAL EMERGENCY

Although finances are a secondary concern to staying healthy for most middle-income Boomers, most also report they have limited savings to cover a financial emergency.

Half (50%) of middle-income Boomers have less than \$5,000 in savings set aside for a financial emergency. And one-third (30%) have less than \$1,000.

Only one-quarter (23%) of middle-income Boomers have more than \$30,000 saved for a financial emergency.

MIDDLE-INCOME BOOMERS' EMERGENCY SAVINGS



Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.

n=1,500

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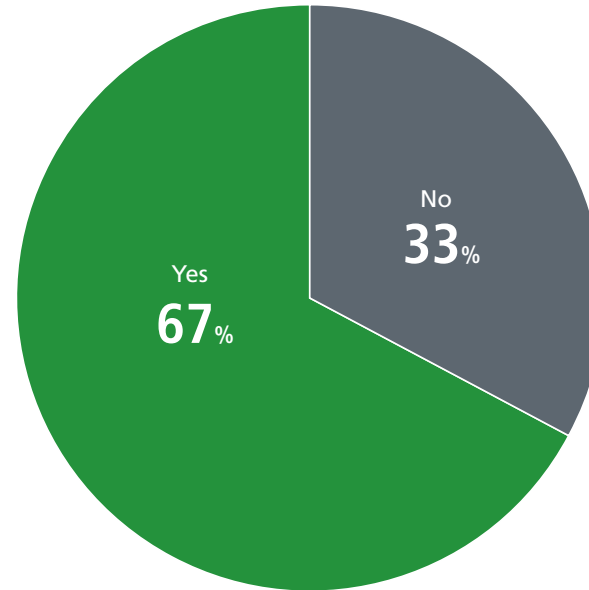
RETIREMENT CARE TODAY

RETIREMENT CARE IS IMPACTING MORE AND MORE BOOMERS

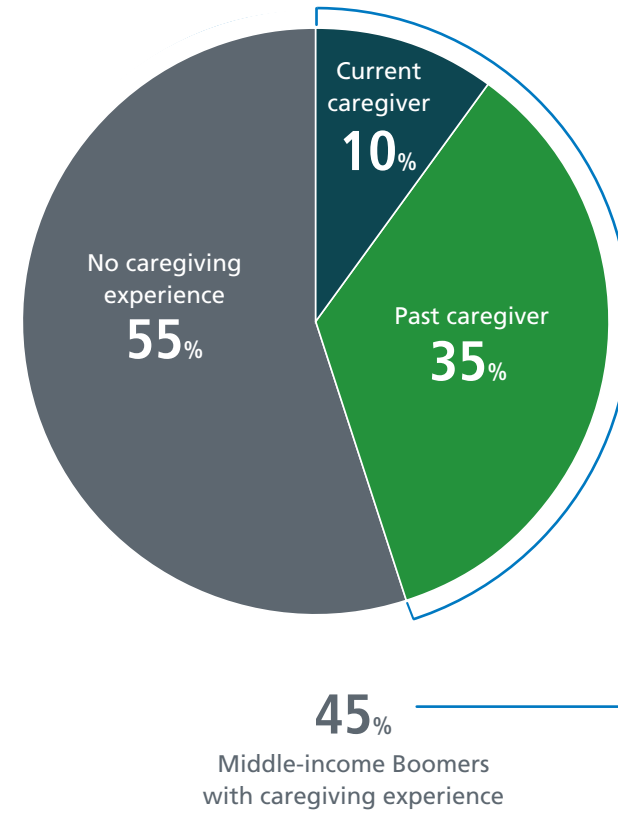
In 2018, the impacts of long-term—or retirement—care are being felt by more than half of middle-income Boomers.

In fact, two-thirds (67%) of middle-income Boomers know someone who has required retirement care, either in their home or in a nursing home. And about half (45%) of middle-income Boomers have experience as a caregiver.

MIDDLE-INCOME BOOMERS WHO KNOW SOMEONE WHO HAS REQUIRED RETIREMENT CARE



MIDDLE-INCOME BOOMERS WITH CAREGIVING EXPERIENCE



Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.

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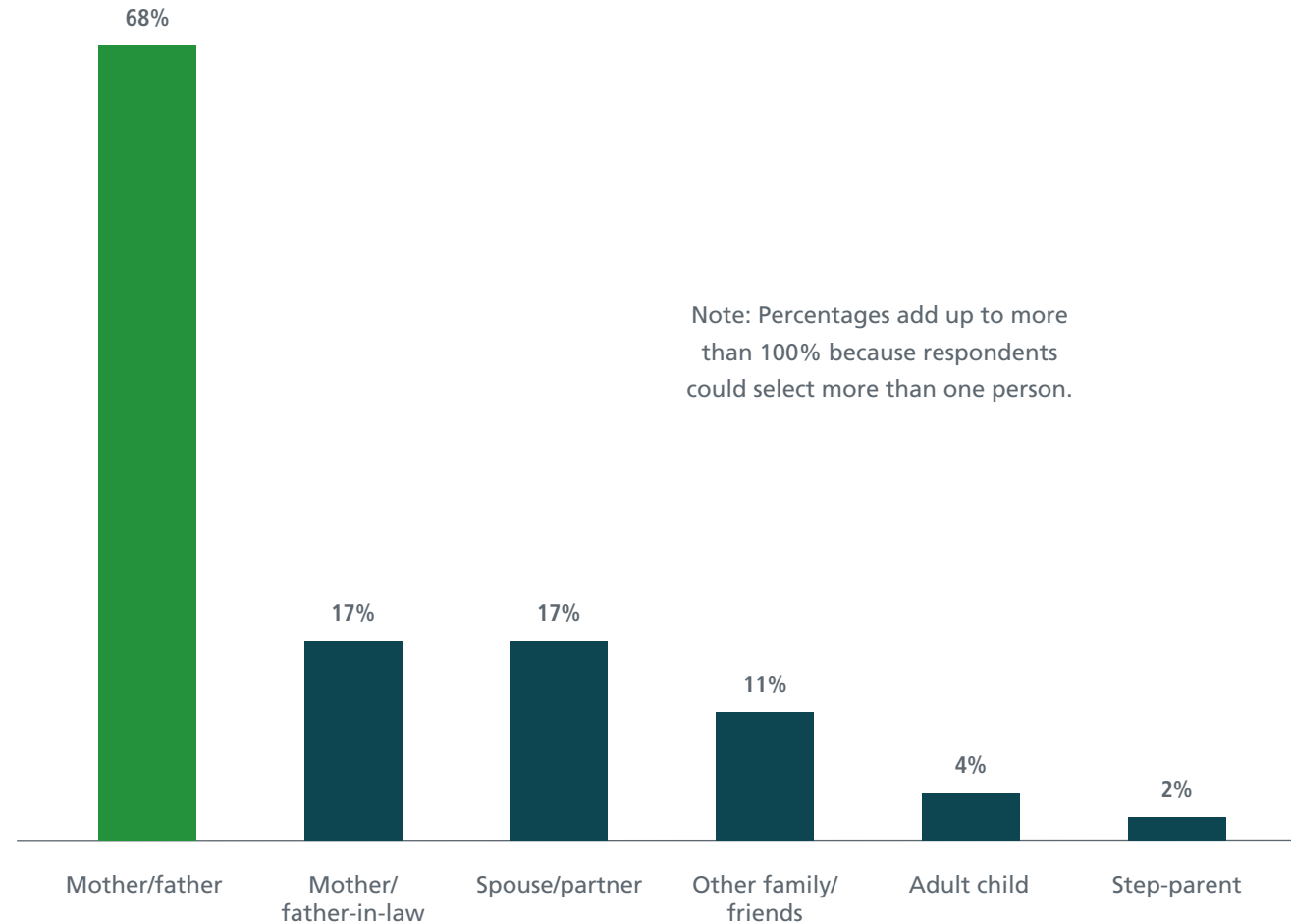
WHO BOOMERS ARE CARING FOR

Among Boomers who have caregiving experience, they typically have cared for an immediate family member.

Of middle-income Boomers who are currently a caregiver or have been one in the past, about two-thirds (68%) cared for their mother or father. One in five (17%) cared for a mother- or father-in-law, and another one in five (17%) cared for a spouse or partner.

WHO MIDDLE-INCOME BOOMERS ARE CARING FOR

Among those with caregiving experience



Note: Percentages add up to more than 100% because respondents could select more than one person.

Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.

n=674

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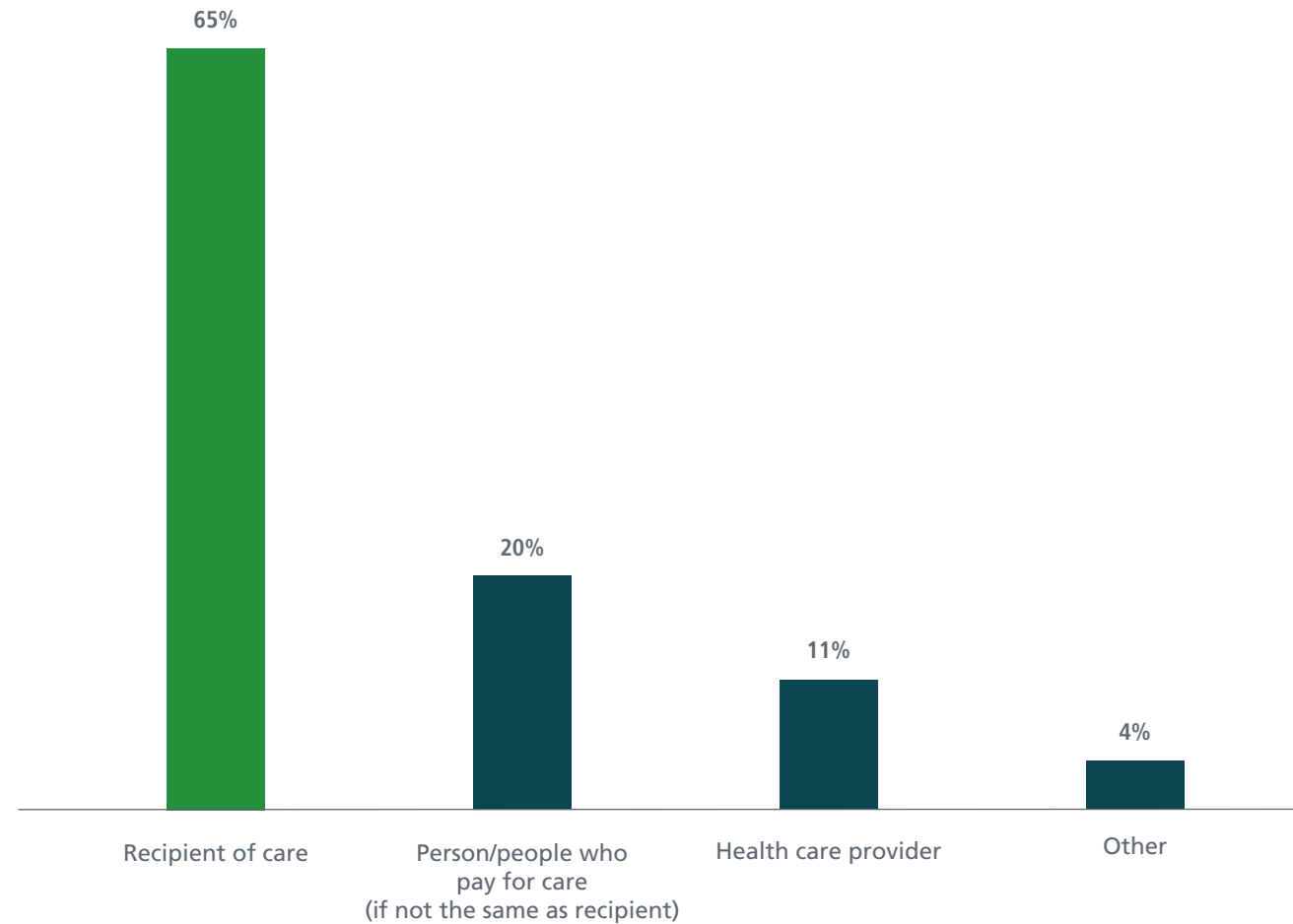
RETIREMENT CARE TODAY

BOOMERS WANT TO BE THE PRIMARY DECISION-MAKER

If care is or may be required, middle-income Boomers believe that the recipient of care should be the primary decision-maker, rather than the person who is funding or providing the care.

Two-thirds (65%) said that the recipient of care should be the primary decision-maker, while two in ten (20%) believe the person paying for care should be the primary decision-maker.

DESIRED PRIMARY RETIREMENT CARE DECISION-MAKER



Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.

n=1,500

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BOOMERS HAVE INSUFFICIENT SAVINGS TO PAY FOR RETIREMENT CARE

In addition to their lack of savings for a financial emergency, few Boomers have dedicated savings for retirement care.

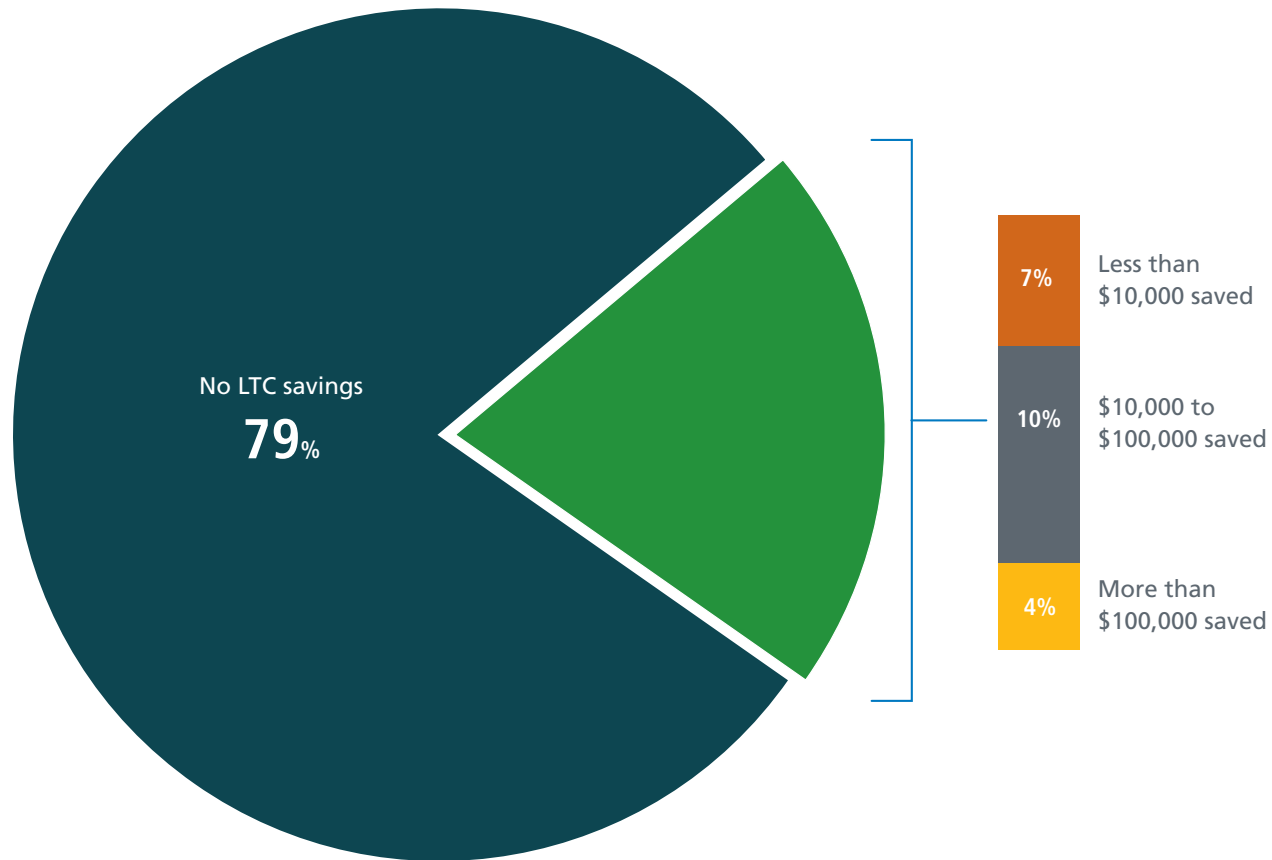
Nearly four in five (79%) middle-income Boomers have no money set aside specifically for their retirement care needs. Of those who do have a retirement care nest egg, the median amount saved is \$40,000, and only 4% have more than \$100,000 saved.

To put this in perspective, the average cost of a nursing home semi-private room for one person is more than \$7,400 per month (or nearly \$90,000 per year).* A Boomer with the median amount saved will exhaust their savings in less than six months, while the average nursing home stay is one year.**

A Growing Urgency:
Retirement Care Realities for Middle-Income Boomers



MIDDLE-INCOME BOOMERS WITH SAVINGS DEDICATED FOR LONG-TERM CARE (LTC)



Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.

n=1,500

*Genworth, *Cost of Care Survey*, June 2018.

**U.S. Department of Health and Human Services, *How Much Care Will You Need?*, www.longtermcare.acl.gov, October 10, 2017.

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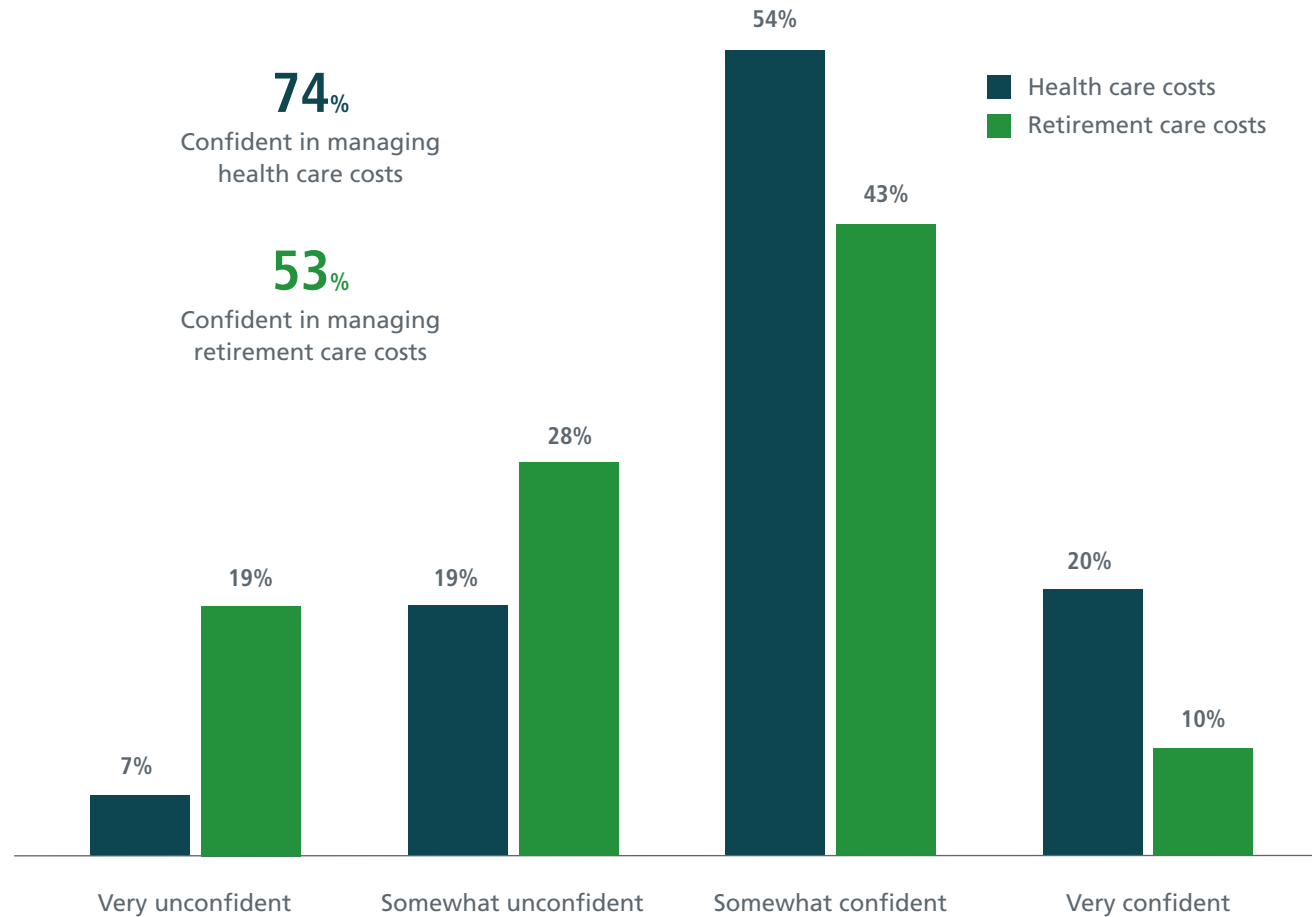
FALSE CONFIDENCE IN MANAGING COSTS

Still, if they or a loved one will need care, Boomers report being confident that they will be able to manage their health care costs, and even afford retirement care, should they need it—though that confidence may be unfounded.

Three-quarters (74%) of middle-income Boomers are somewhat or very confident in their ability to manage their and their spouse's health care costs as they age. Just one-quarter (26%) are somewhat or very unconfident.

About half (53%) are very or somewhat confident in their ability to manage their retirement care should they need it.

MIDDLE-INCOME BOOMER CONFIDENCE IN MANAGING COSTS OF CARE



Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.

n=1,500

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GROWING (BUT INSUFFICIENT) RETIREMENT CARE AWARENESS

With the oldest Boomers today being 72 years old, Boomers are getting closer to the age where they are more likely to need care. However, they are still not nearly prepared enough for the cost and impact of possible retirement care.

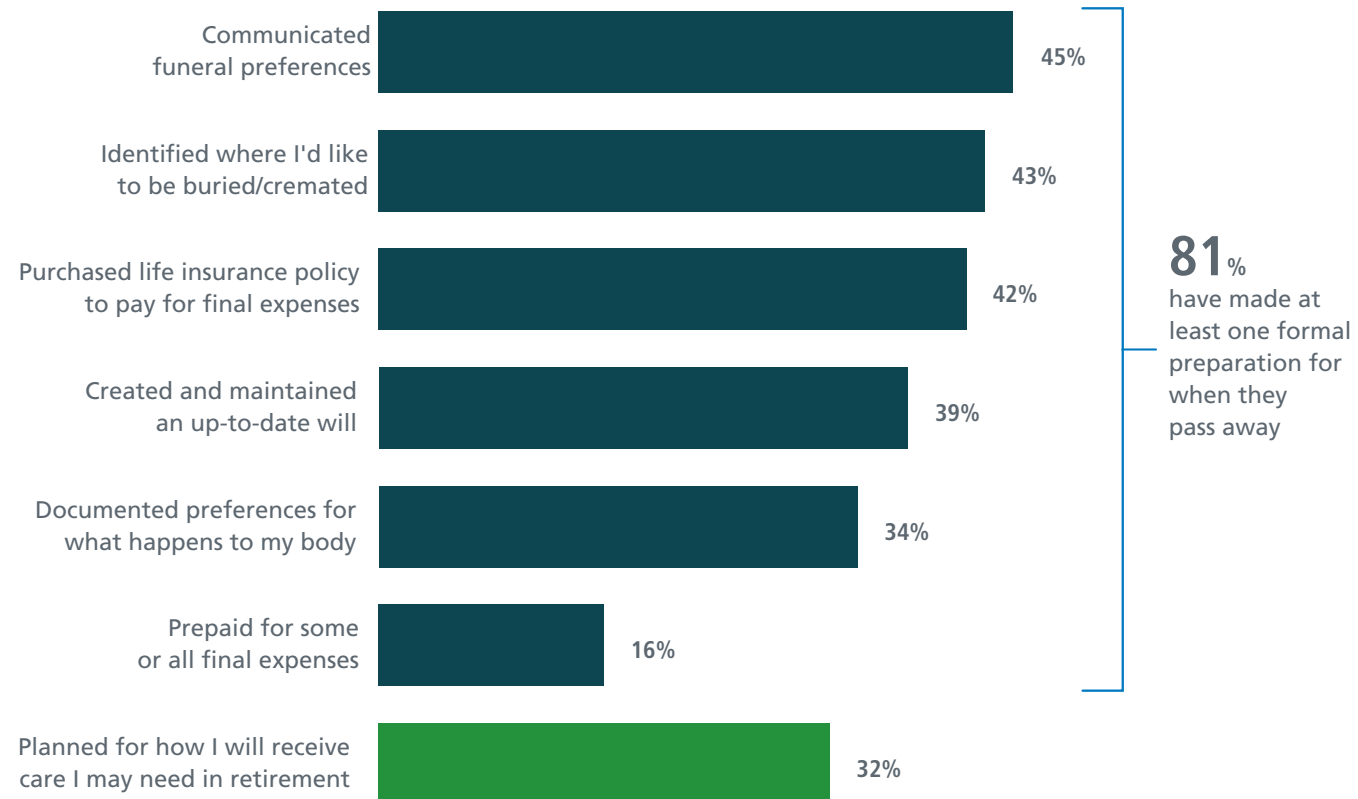
MORE PREPARED FOR DEATH THAN LIFE

In fact, more Boomers have made formal preparations for when they die than have made plans for how they will continue to live, i.e., their retirement care. Eight in ten (81%) middle-income Boomers have made at least one formal preparation for when they pass away, while only three in ten (32%) have a plan for how they will receive care in retirement, should they need it.

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END-OF-LIFE AND RETIREMENT CARE PLANNING

For middle-income Boomers



Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.

n=1,500

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MORE BOOMERS EXPECT THEY WILL NEED CARE

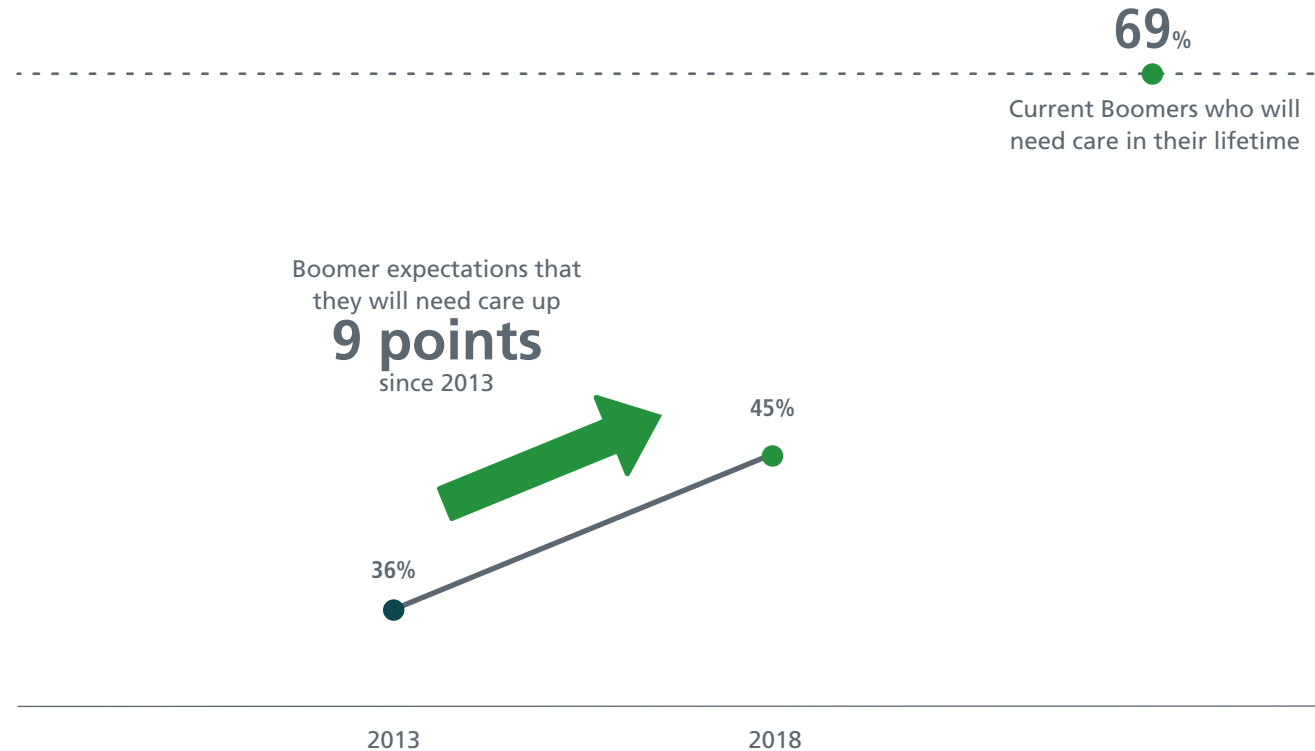
While still low, today's middle-income Boomers are more realistic about the likelihood that they will need retirement care at some point.

Nearly half (45%) of middle-income Boomers believe they will need retirement care someday. This is up significantly from 2013, when only one-third (36%) expected to need retirement care.*

However, this still trails behind the 69% of current Boomers who will need some type of retirement care services during their lifetime, according to the U.S. Department of Health and Human Services.**

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MIDDLE-INCOME BOOMERS WHO EXPECT TO NEED RETIREMENT CARE SOMEDAY



Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.

n=1,500

*Bankers Life Center for a Secure Retirement, *Retirement Care Planning: The Middle-Income Boomer Perspective*, August 2013.

**U.S. Department of Health and Human Services, *How Much Care Will You Need?*, www.longtermcare.acl.gov, October 10, 2017.

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RETIREMENT CARE PLANNING NOT A PRIORITY

Despite their lack of preparation for their retirement care, Boomers do not seem to be moved to action by family, friends or professional advisors.

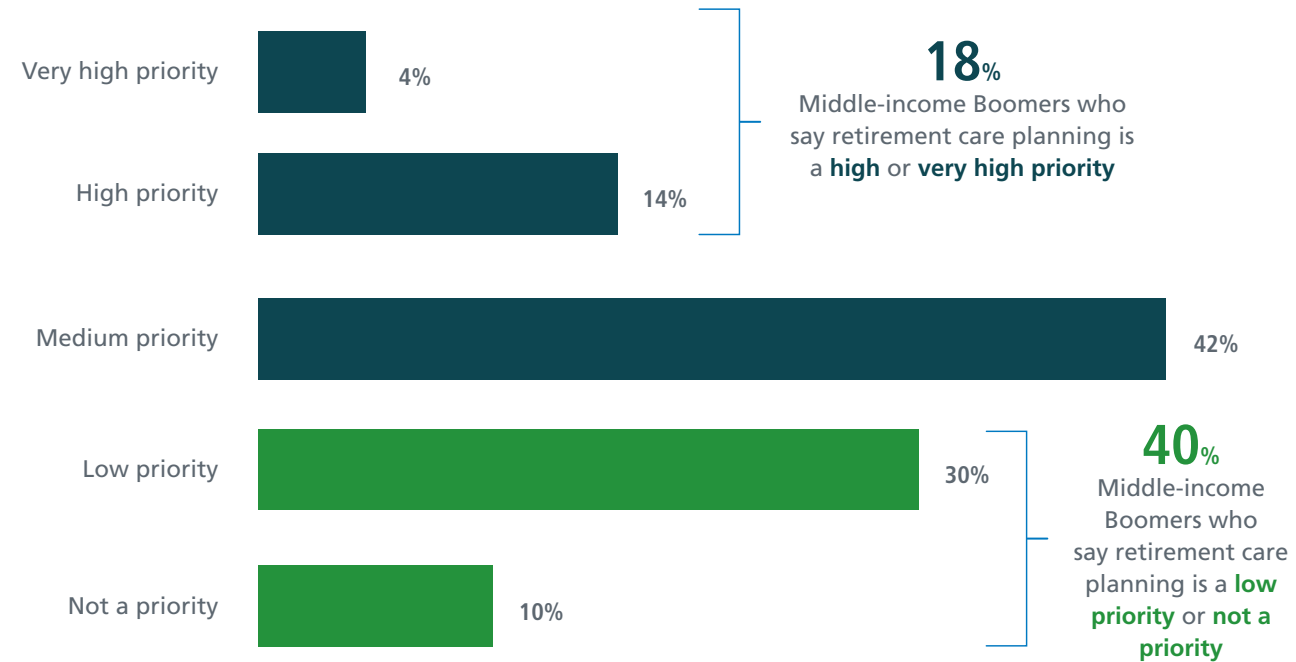
Most Boomers report that retirement care planning is not a high priority for them at this point. Less than one in five (18%) said that retirement care planning is a high or very high priority. Twice as many (40%) said it is a low priority or not a priority.

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PRIORITIZING RETIREMENT CARE PLANNING

Among middle-income Boomers

At this time, retirement care planning for me is...



Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.

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BOOMERS UNAWARE OF BASIC MEDICARE FACTS

Many middle-income Boomers are unaware of the fundamental facts about Medicare and paying for retirement care.

More than half (56%) of middle-income Boomers mistakenly expect to use Medicare to pay for care should they need it. Medicare does not cover LTC needs.

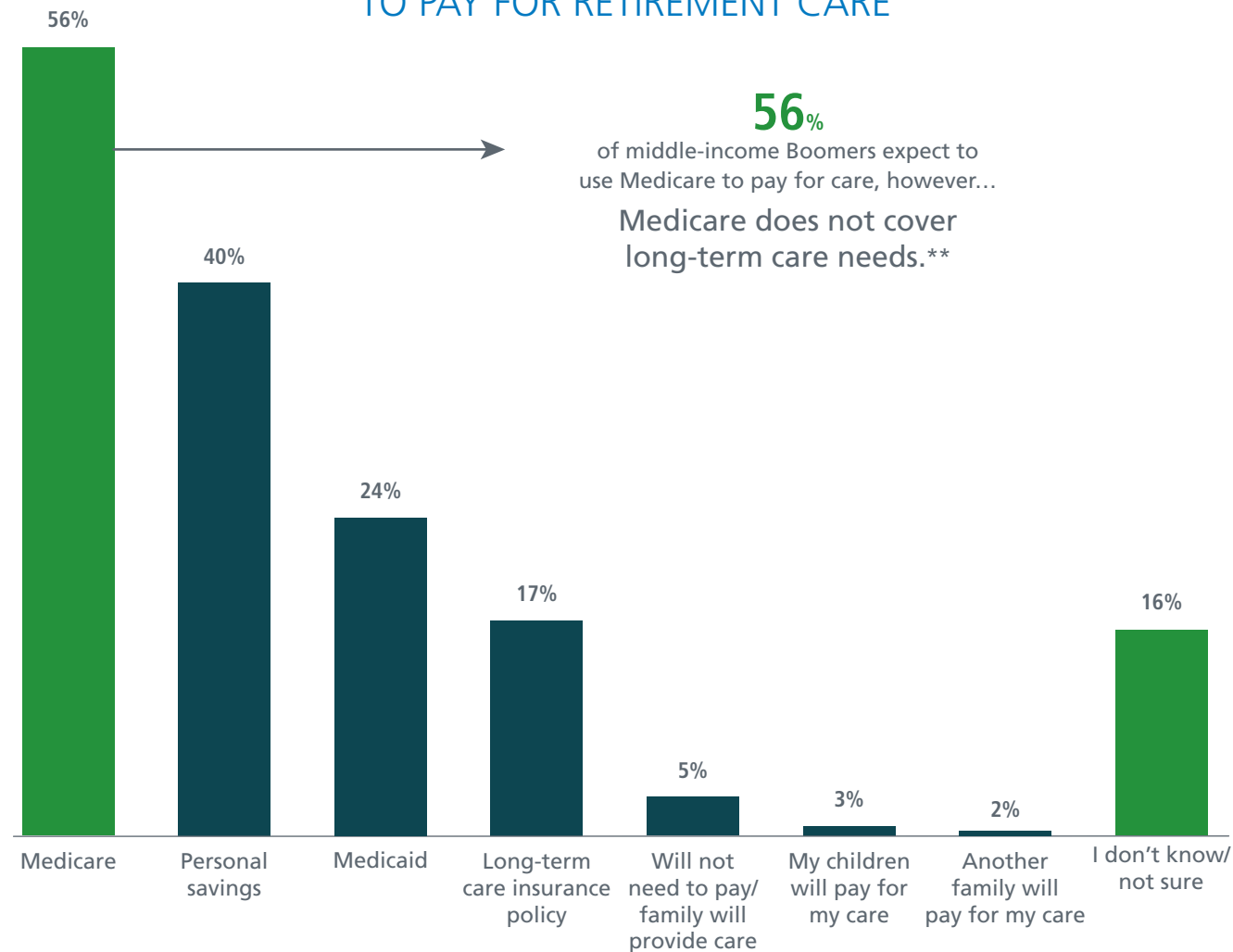
One in six (16%) do not know or are unsure how they would pay for retirement care.

Somewhat encouragingly, two in five (40%) middle-income Boomers now expect to use personal savings to pay for care—an increase of 15 points over 2013.*

A Growing Urgency: Retirement Care Realities for Middle-Income Boomers



HOW MIDDLE-INCOME BOOMERS EXPECT TO PAY FOR RETIREMENT CARE



56% of middle-income Boomers expect to use Medicare to pay for care, however... Medicare does not cover long-term care needs.**

Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019. **Per U.S. HHS, Medicare "does not pay for non-skilled assistance with Activities of Daily Living (ADL), which make up the majority of long-term care services." Source: U.S. Department of Health and Human Services, *Who Pays for Long-Term Care?*, www.longtermcare.acl.gov, October 10, 2017, accessed February 20, 2019.

n=1,500

*Bankers Life Center for a Secure Retirement, *Retirement Care Planning: The Middle-Income Boomer Perspective*, August 2013.

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UNDERESTIMATING THE COST OF CARE

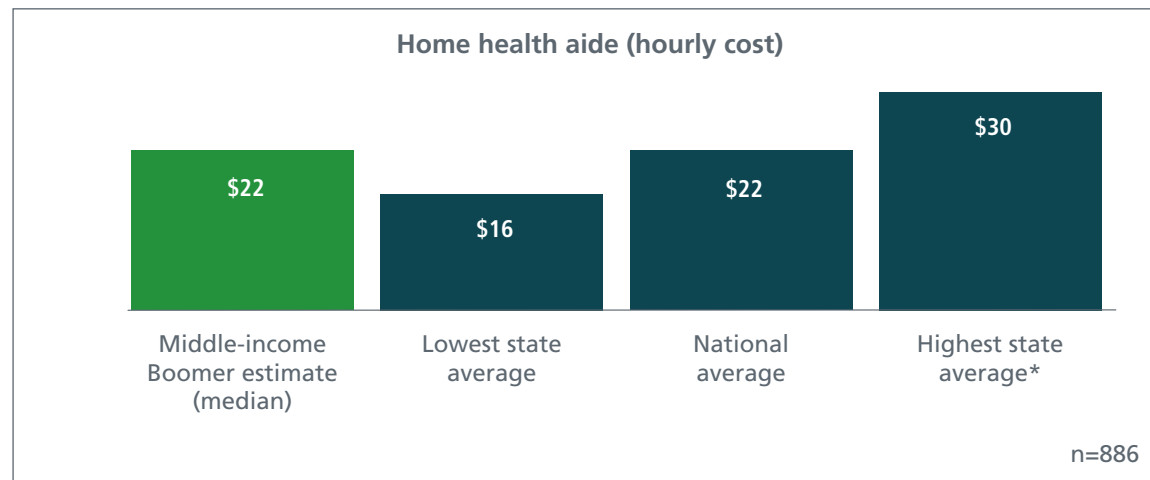
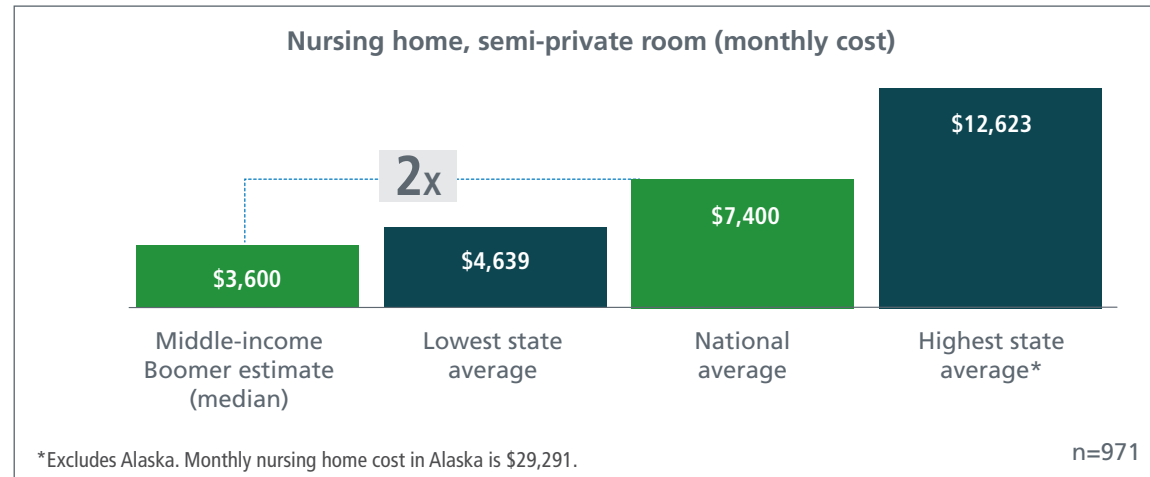
In addition, Boomers are underinformed about the potential costs of retirement care.

One-third (35%) of middle-income Boomers in our study couldn't provide an estimate of the monthly cost of a stay in a nursing home and more than four in ten (42%) couldn't guess at the hourly cost of a home health aide.

Of those middle-income Boomers who provided a guess, their median estimate was less than half of the actual national average.

Middle-income Boomers fared better when guessing on the hourly cost of a home health aide, coming in exactly at the national average of \$22.

COST OF RETIREMENT CARE IN THE U.S.



Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.
Genworth, *Cost of Care Survey*, June 2018.

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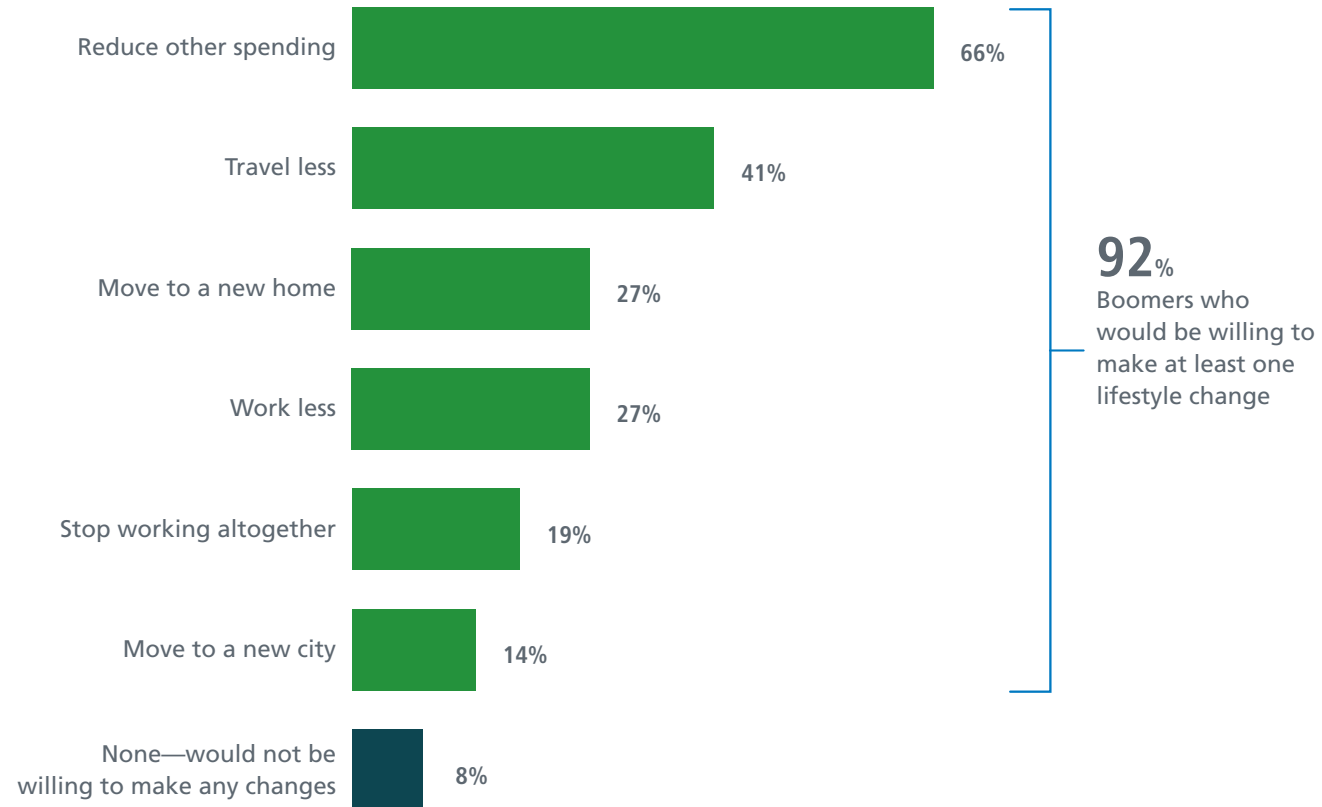
WILLINGNESS TO SACRIFICE

Boomers do recognize the difficulty and burden that providing care can be and the sacrifices that would be required.

Nearly all (92%) middle-income Boomers said they would be willing to make lifestyle changes in order to provide care to an adult, if necessary.

ACCEPTABLE LIFESTYLE CHANGES TO PROVIDE CARE

Among middle-income Boomers who expect to be caregivers in the future



Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.

n=691

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NOT SURE WHO TO TRUST

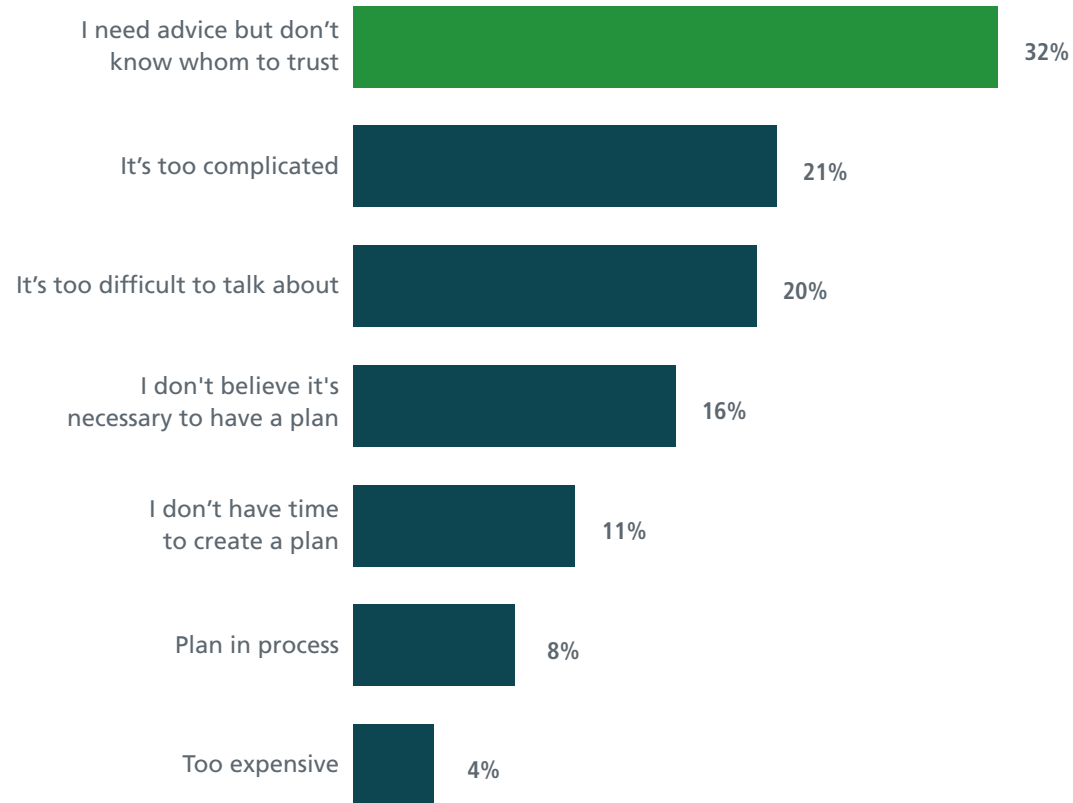
Perhaps the largest barrier to planning for retirement care is that many Boomers do not know whom to trust regarding their retirement care planning.

Among those middle-income Boomers without a retirement care plan, one-third (32%) say they need advice, but do not know whom to trust. One in five report that retirement care planning is too complicated to address (21%) or too difficult to talk about (20%).

Only one in six (16%) believe it is not necessary to have a retirement care plan.

REASONS FOR NOT HAVING A RETIREMENT CARE PLAN

Among middle-income Boomers who do not currently have a plan



Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.

n=1,017

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Unfamiliarity with LTC insurance

LTC insurance just “nice to have”

Concerned about cost

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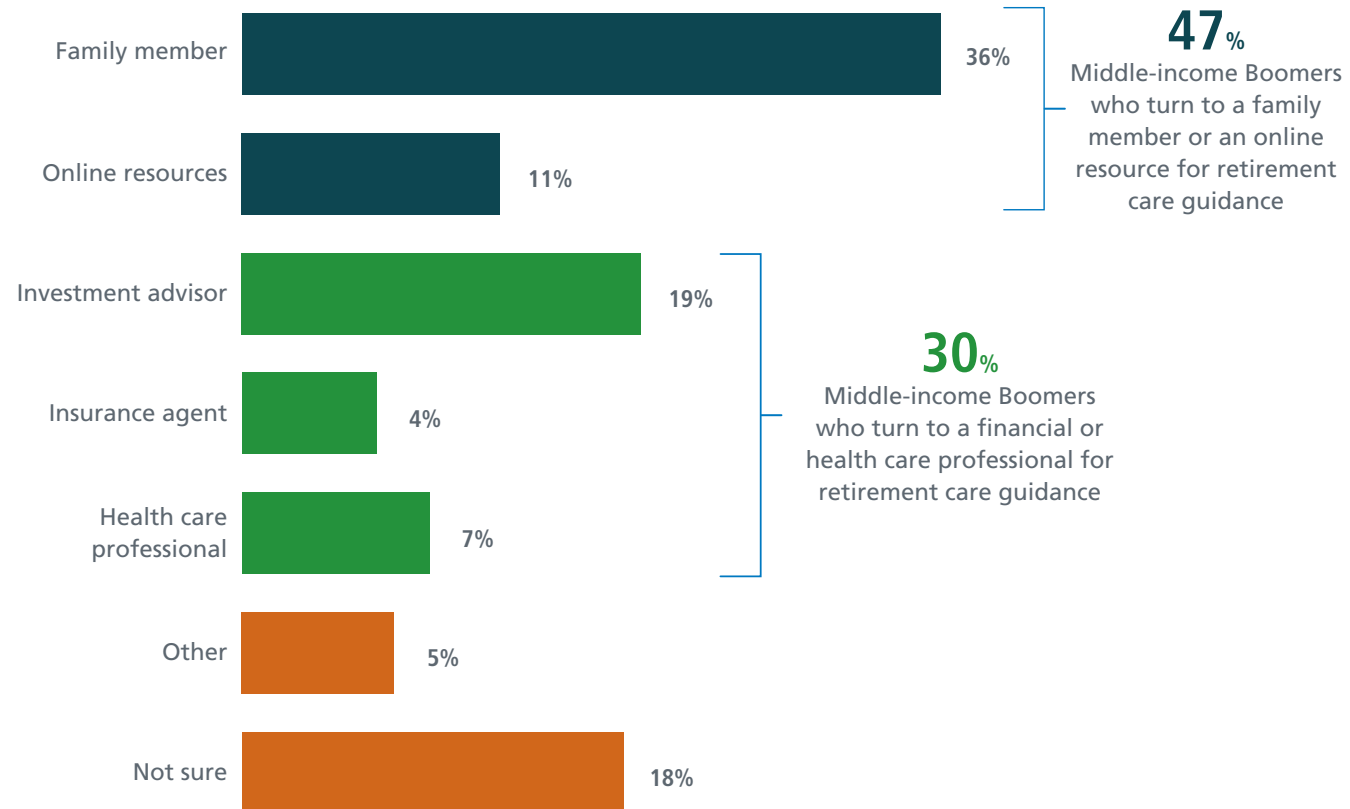
TURNING TO FAMILY—NOT PROFESSIONALS—FOR GUIDANCE

Because Boomers don't know whom to trust, most often they turn to a family member for help, rather than an expert.

More than one-third (36%) of middle-income Boomers said their primary source for retirement care guidance is a family member. One in ten (11%) turn to online resources. And another one in five (18%) are not sure whom to turn to at all.

Less than one-quarter (23%) said that their primary source for retirement care planning guidance is a professional such as an investment advisor or insurance agent. Less than one in ten (7%) turn to a health care professional.

SOURCES OF RETIREMENT CARE GUIDANCE FOR MIDDLE-INCOME BOOMERS



Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.

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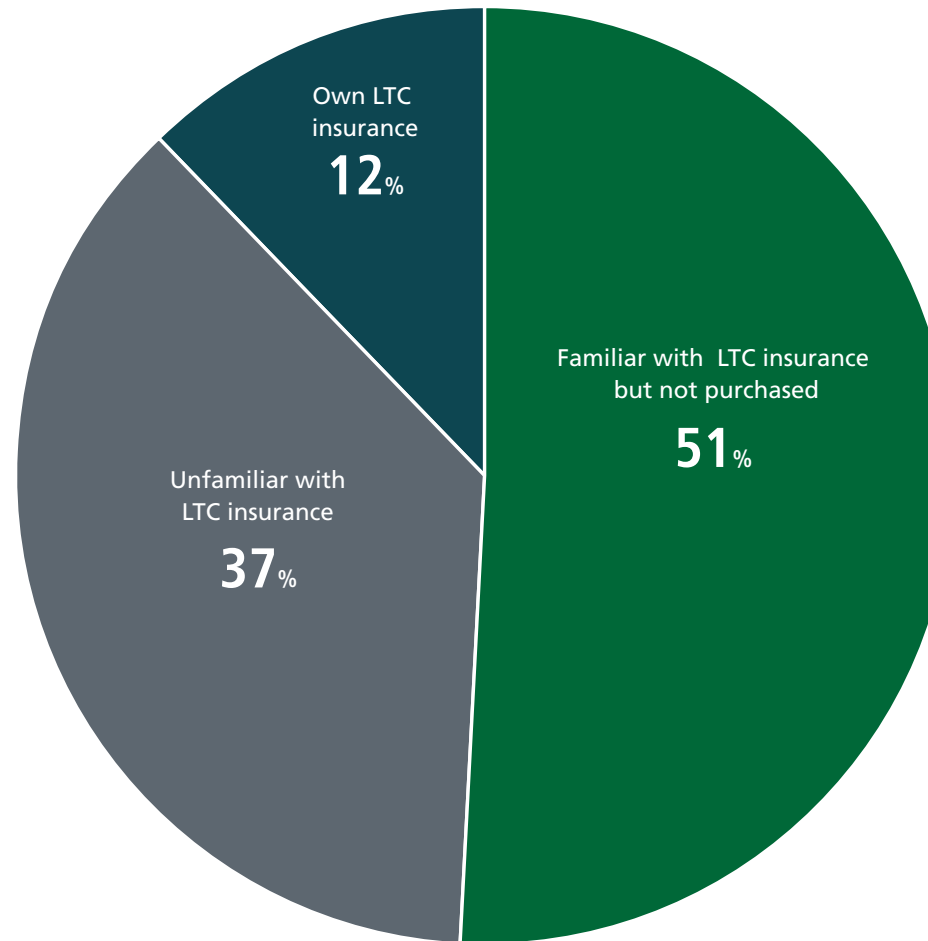
BARRIERS TO RETIREMENT CARE PLANNING

UNFAMILIARITY WITH LTC INSURANCE

Long-term care insurance is one possible option to help Boomers pay for retirement care they may need, but many remain unfamiliar with it.

Only about one in ten (12%) middle-income Boomers have purchased long-term care insurance, while more than one third (37%) say they are unfamiliar with the product.

MIDDLE-INCOME BOOMERS' FAMILIARITY WITH LTC INSURANCE



Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.

n=1,500

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- Not sure whom to trust
- Turning to family—not professionals—for guidance

- **Unfamiliarity with LTC insurance**

- LTC insurance just “nice to have”
- Concerned about cost

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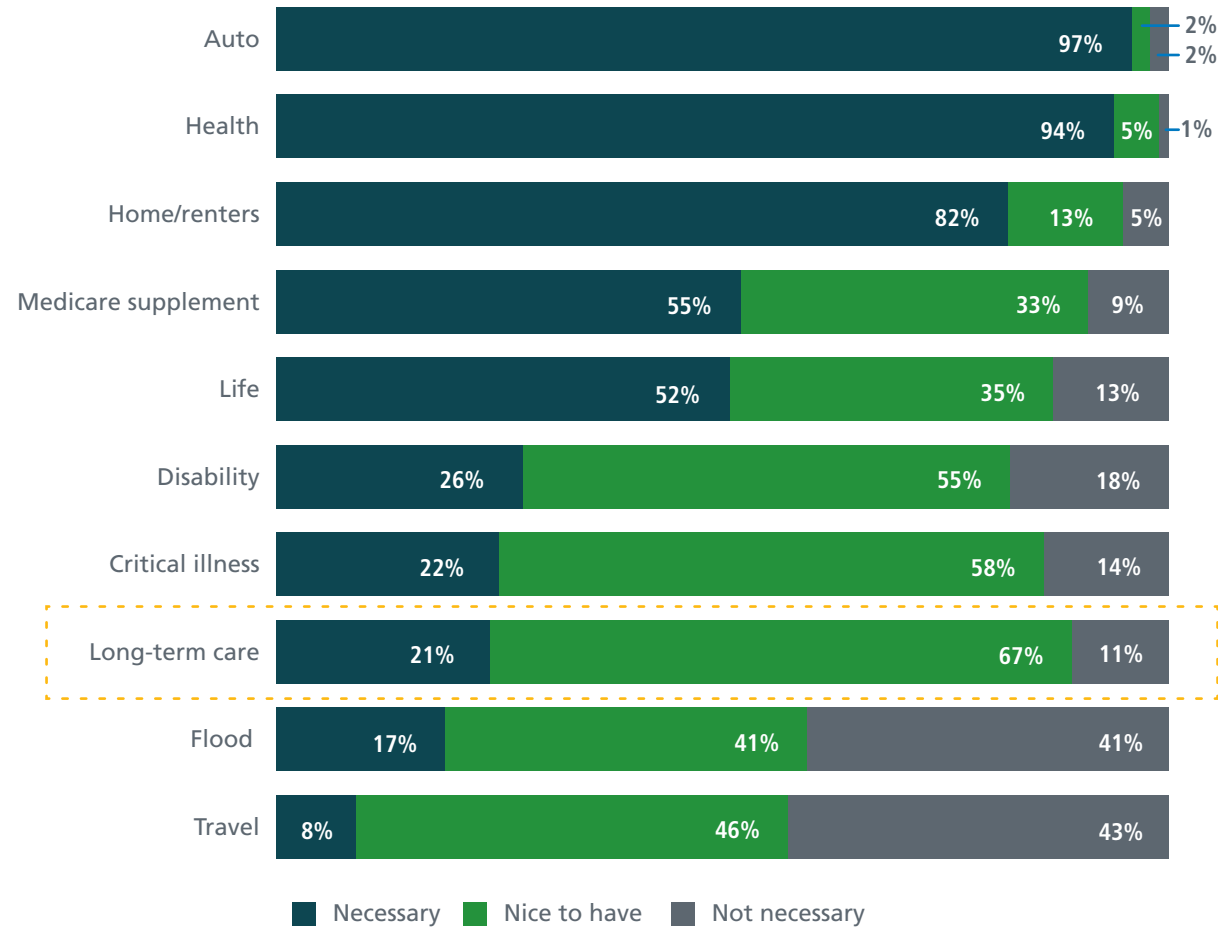
BARRIERS TO RETIREMENT CARE PLANNING

LTC INSURANCE JUST "NICE TO HAVE"

For most Boomers, LTC insurance is perceived to be a luxury, not a necessity.

Two-thirds (67%) of middle-income Boomers said long-term care insurance is "nice to have." "Necessary" insurance, according to middle-income Boomers, includes: auto insurance (97%), health insurance (95%) and home/renter insurance (82%).

MIDDLE-INCOME BOOMERS' ATTITUDES TOWARD TYPES OF INSURANCE



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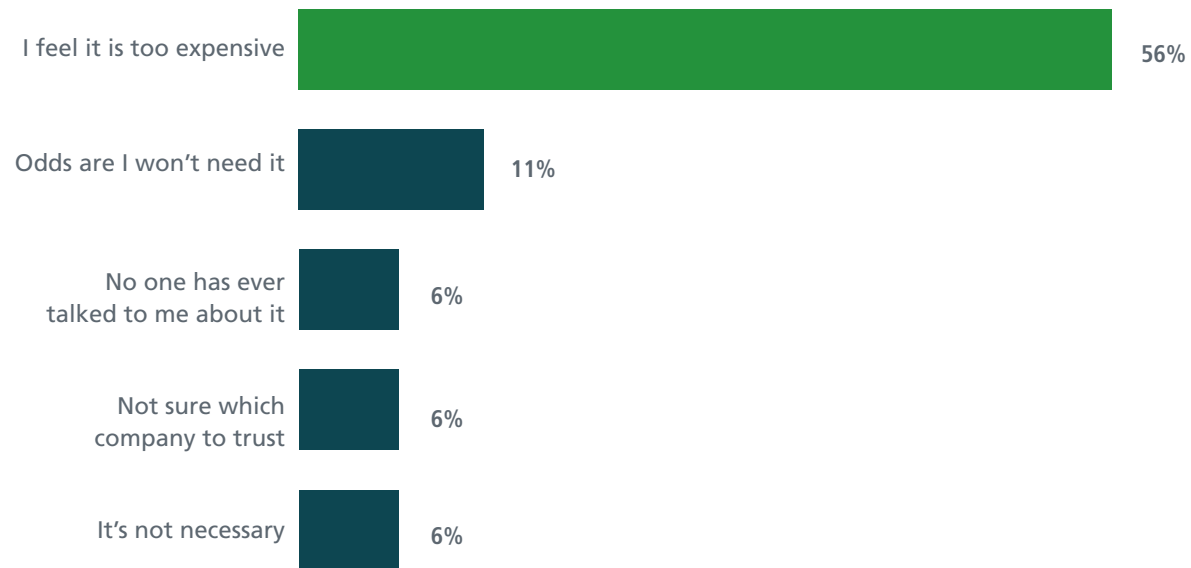
CONCERNED ABOUT COST

Of those who are familiar with long-term care insurance, many feel it is too expensive. This is not surprising when so many Boomers still underestimate the cost of care.

Among middle-income Boomers without LTC insurance, more than half (56%) said they felt it was too expensive.

PRIMARY REASON FOR NOT PURCHASING LTC INSURANCE

Among middle-income Boomers who are familiar with it



Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.

n=767

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MORE BOOMERS PLANNING FOR THEIR RETIREMENT CARE

While the overall number remains low, more Boomers today have a plan for care they may need in retirement than five years ago. In addition, of those who do not currently have a plan, most expect that they will someday develop one.

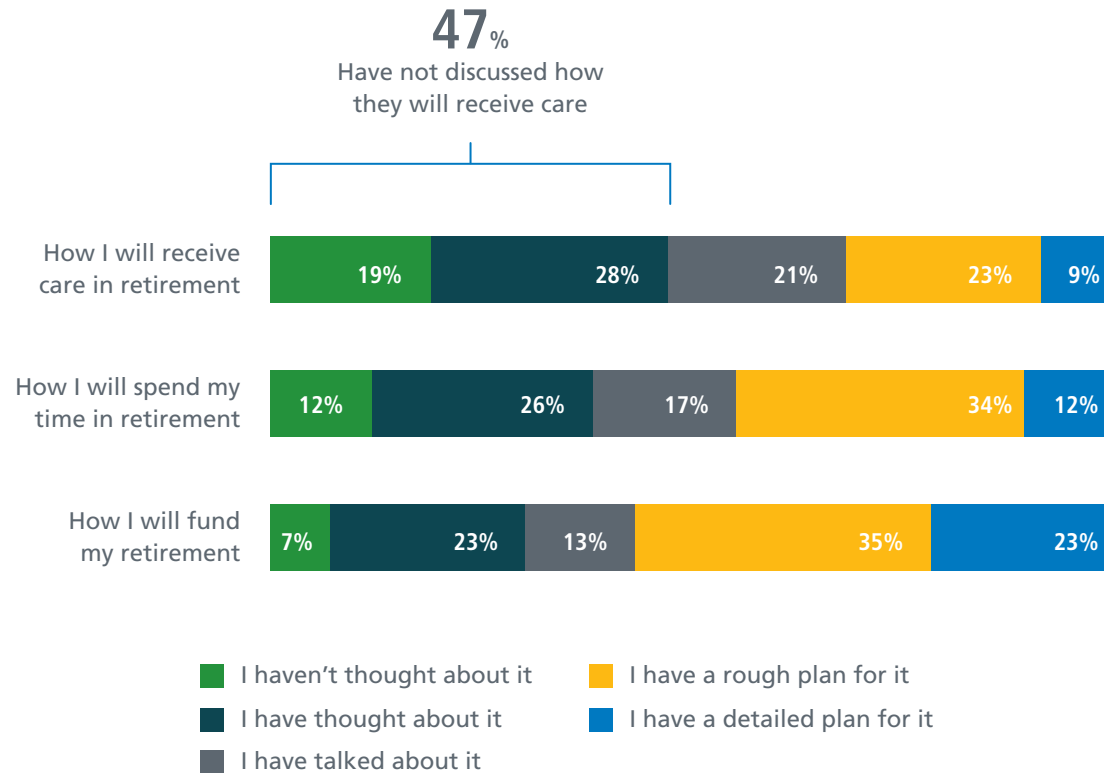
One-third (32%) of middle-income Boomers have a plan for how they will receive care in retirement, should they need it. This is an improvement over the one-quarter (28%) who had a plan in 2013,* but still lags behind the nearly six in ten (58%) middle-income Boomers who have a plan for how they will fund their retirement, and the half (46%) who have a plan for how they will spend their time in retirement.

More concerning is that half (47%) have never talked with anyone about how they will receive care during retirement.

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MIDDLE-INCOME BOOMERS' PLANNING FOR RETIREMENT



Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.

n=1,500

*Bankers Life Center for a Secure Retirement, *Retirement Care Planning: The Middle-Income Boomer Perspective*, August 2013.

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PLANNING PAYS OFF

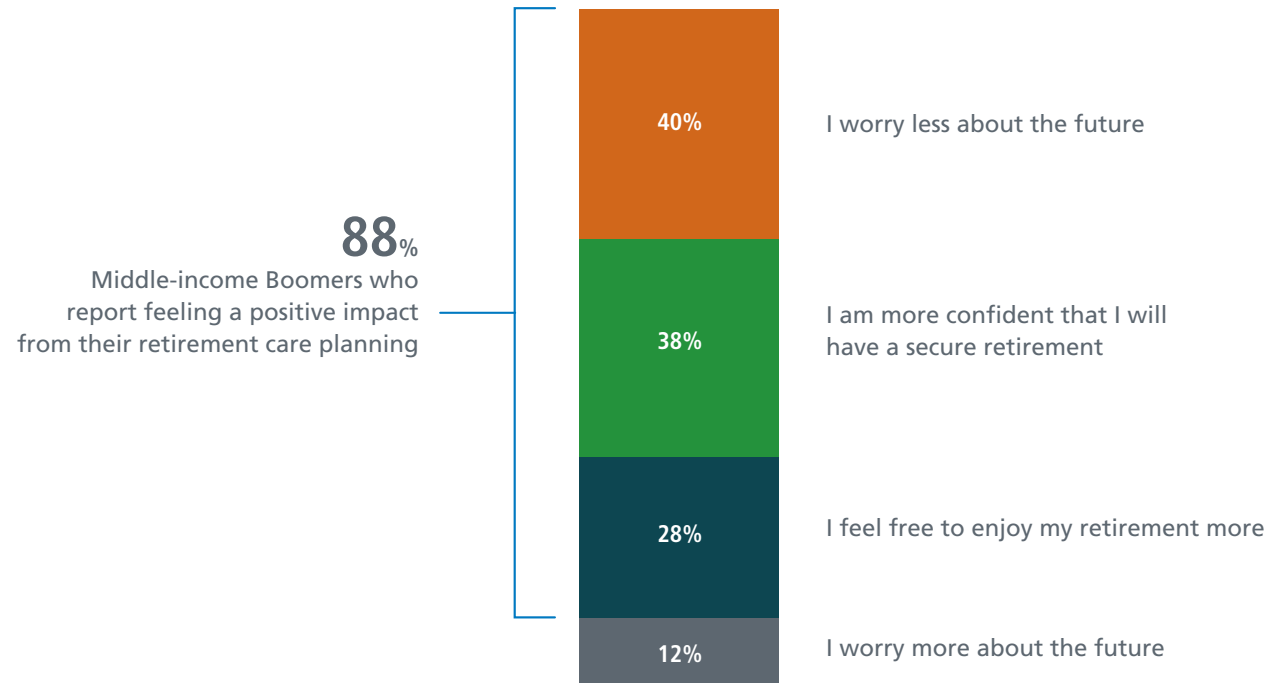
For Boomers in our study, the benefits of developing a retirement care plan are apparent. Those with a plan worry less about the future and feel more confident that they will have a secure retirement.

Among middle-income Boomers who have a retirement care plan, nearly nine in ten (88%) reported a positive impact from having the plan.

- 40% worry less about the future.
- 38% are more confident that they will have a secure retirement
- 28% feel free to enjoy their retirement more

IMPACT OF HAVING A RETIREMENT CARE PLAN

Among middle-income Boomers with a plan



Bankers Life Center for a Secure Retirement, *A Growing Urgency: Retirement Care Realities for Middle-Income Boomers*, March 2019.

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PLAN DEVELOPMENT IS AS EASY AS EXPECTED

The ease of retirement care planning is on par with Boomers' expectations.

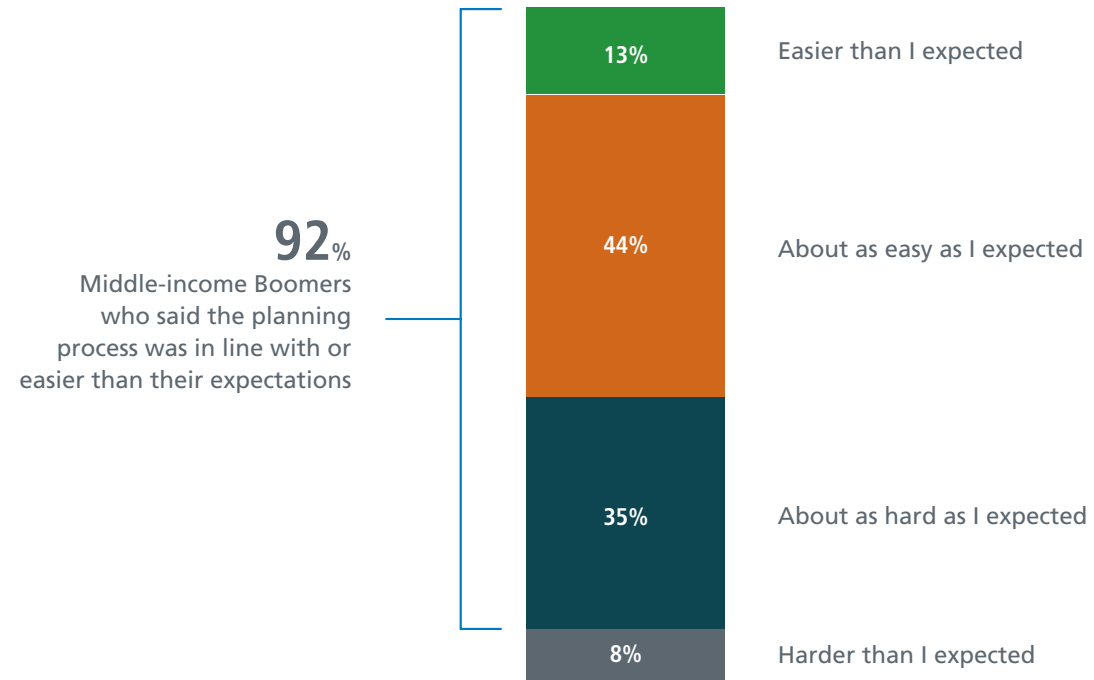
Among middle-income Boomers who have a retirement care plan, the planning process largely met their expectations.

Nearly all (92%) said their retirement care planning was easier than they expected or was as easy or as hard as they expected.

Fewer than one in ten (8%) said it was harder than they expected.

THE RETIREMENT CARE PLANNING EXPERIENCE

Among middle-income Boomers with a plan



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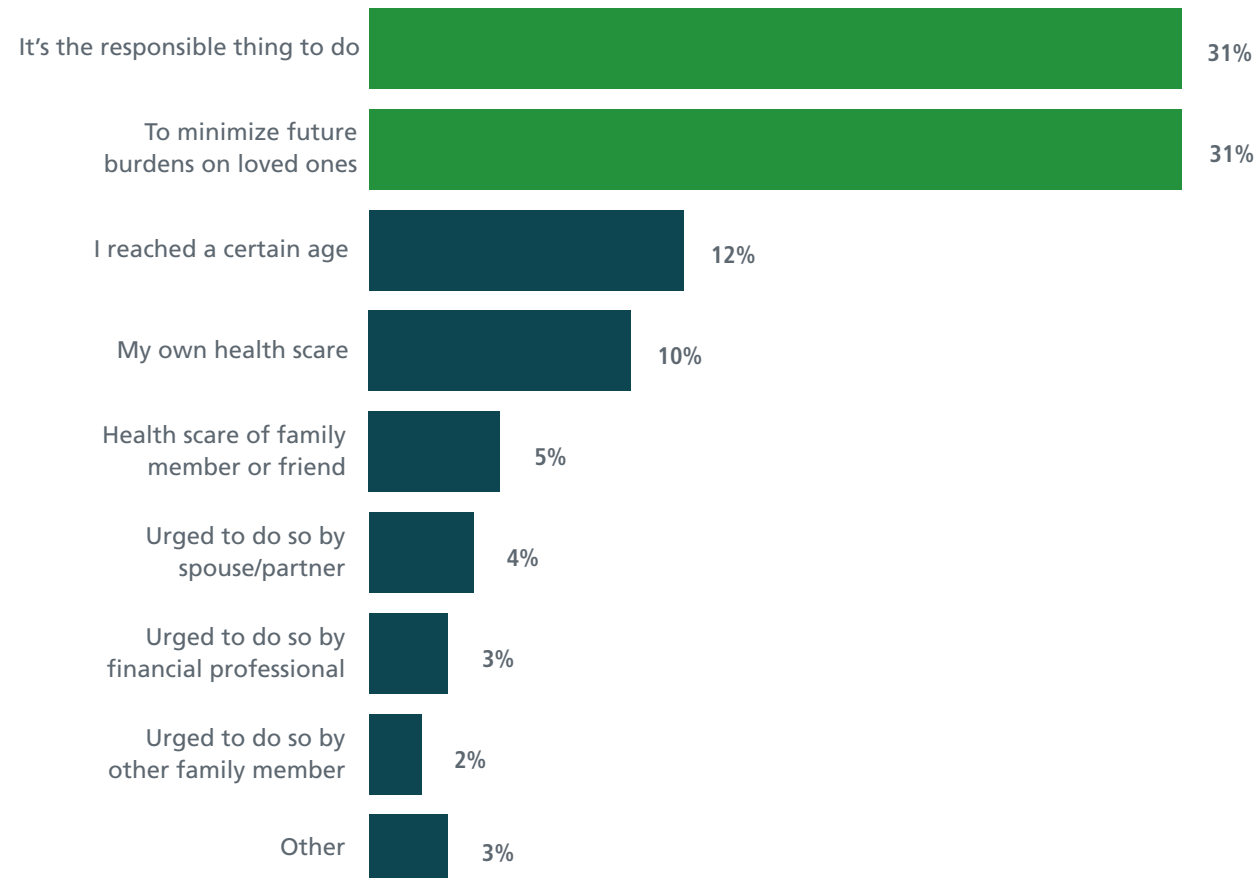
MOTIVATED BY RESPONSIBILITY

For middle-income Boomers with a retirement care plan, their primary motivation to develop that plan is likely to come from themselves—not from a health scare or urging from another.

They are primarily motivated by responsibility (31%) and to minimize future burdens on loved ones (31%). Less motivating are health scares for themselves (10%) or family or friends (5%) or being urged to do so by a family member (6%).

WHY MIDDLE-INCOME BOOMERS DEVELOP A RETIREMENT CARE PLAN

Among middle-income Boomers with a plan



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BOOMERS PREFER CARE AT HOME

For Boomers who may need care in the future, they would prefer to receive care in their home, but recognize that the reality may be something different.

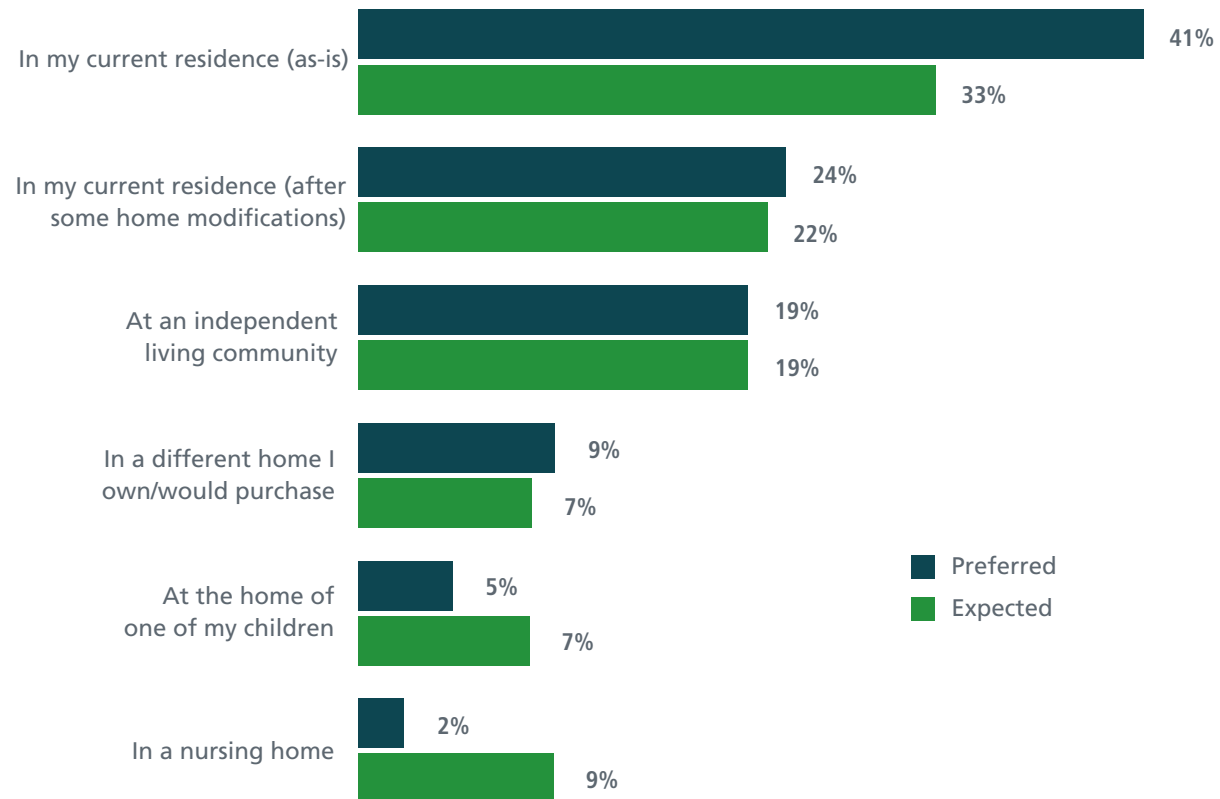
Two-thirds (65%) of middle-income Boomers would prefer to receive care in their home—either as-is or following some modifications—should they need long-term care someday. However, more than one in four (28%) Boomers expect to receive care somewhere other than their preference.

Almost no middle-income Boomers (2%) would prefer to receive care in a nursing home; however, one in ten (9%) expect to receive care in a nursing home.

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RETIREMENT CARE PREFERENCES AND EXPECTATIONS

Among middle-income Boomers



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URGENCY TO ACT IS GROWING

The urgency for Boomers to have a plan for their retirement care is growing as more and more retire every day and get closer to the age when they or their partner will likely start to need care.

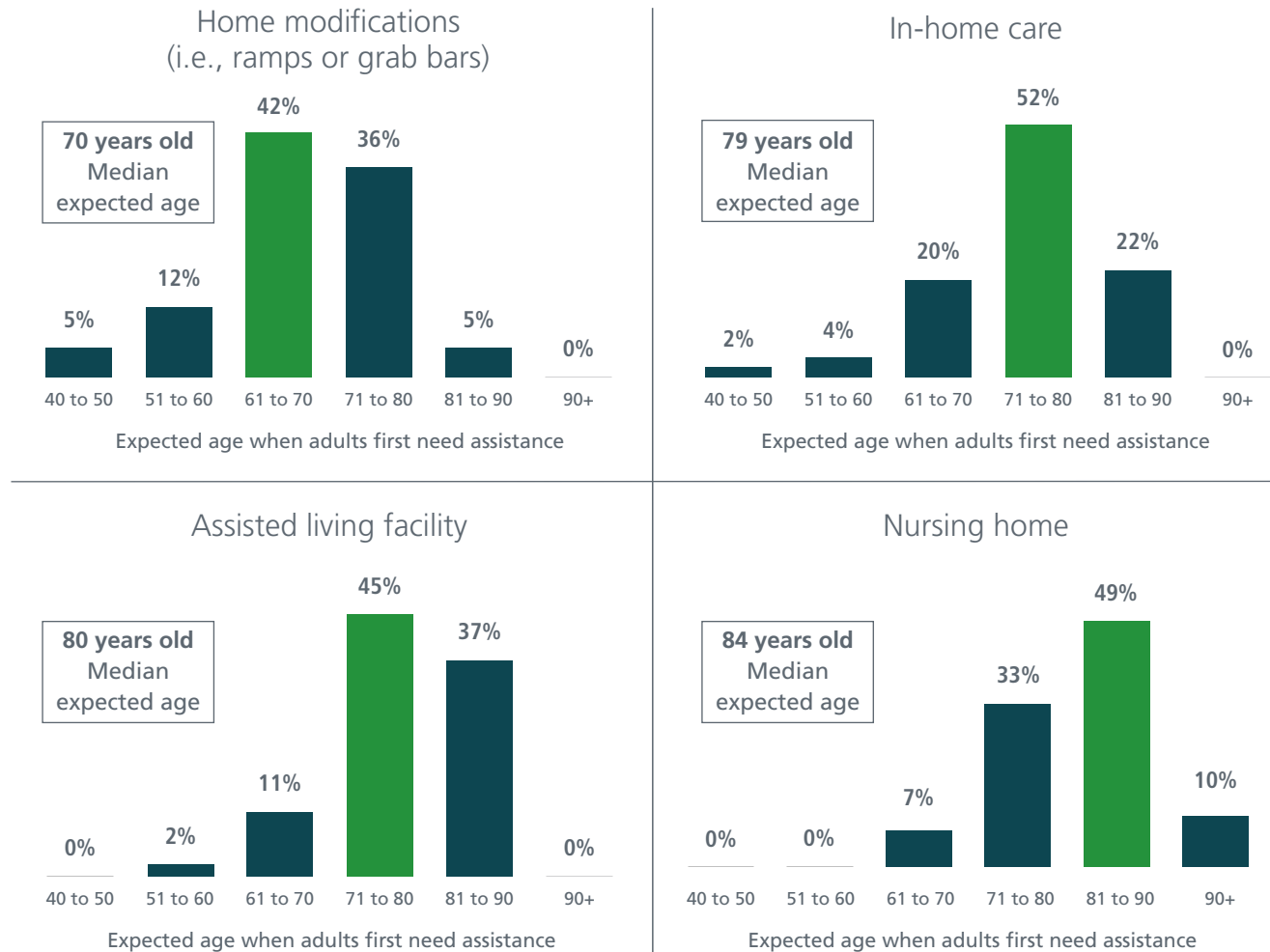
Today, the oldest Boomers are in their early 70s. By their own admission, Boomers will start to need help around age 70—with the need only growing by age 80 and beyond.

Boomers' expectations for when people typically need this type of care or assistance:

- Home modifications: median age 70
- In-home care: median age 79
- Assisted living facility: median age 80
- Nursing home: median age 84

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MIDDLE-INCOME BOOMERS' CARE EXPECTATIONS



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RECOMMENDATIONS FOR MIDDLE-INCOME BOOMERS

Even if you have taken steps to build a financial plan for your retirement, you should not consider your plan complete until you have also developed a plan for the care you may need in retirement. Use the following recommendations as a guide if you're not sure where to start.

Seek insight and professional expertise.

Talk to others who have experience as a care recipient or provider for insight into their experience and what they learned. Also seek advice from a trusted insurance agent or other financial or legal professional with experience in retirement care planning. He or she can review your situation to help get your planning on track and explain approaches you may want to consider.

Discuss with family and loved ones.

It can be difficult at first but talk openly and honestly about your care preferences with your loved ones, including the

caregiving roles you'd like them to play. You'll find that the conversation can be easier to have in advance, rather than waiting for the stress of a situation when care is urgently required.

Don't wait.

Those who have completed the retirement care planning process indicate that starting sooner can help reduce worries about the future and allow yourself to more fully enjoy your retirement. You may also have more options from which to avail yourself. If you're in your 50s, start putting away additional money for retirement care and long-term care insurance. If you're in your 60s, express your care preferences to family and friends. If you're in your 70s, make sure that a portion of your existing retirement savings is dedicated for retirement care expenses and familiarize yourself with care providers and costs in your area.

Remember the four Ps of retirement care:

- **Preferences**—Think about where and how you want to receive care.
- **People**—Identify who will help provide your care and have candid conversations to be sure everyone's expectations are aligned.
- **Price**—Consider how your retirement care will be funded. Even if family will provide much of your care, often additional costs arise. Will you pay from your retirement income or savings, will you expect family members to pay or will you collect benefits from a long-term care insurance policy?
- **Plan**—Work with a professional to craft the details of your plan and update it periodically as your life circumstances change.



ABOUT THE CENTER FOR A SECURE RETIREMENT

The Bankers Life Center for a Secure Retirement is the company's research and consumer education program. Its studies and consumer awareness campaigns provide insight and practical advice to help everyday Americans achieve financial security in retirement.

About Bankers Life

With a history dating back to 1879, Bankers Life provides a broad selection of life and health insurance products designed especially for Americans who are near or in retirement.

With over 260 offices across the country, Bankers Life's nearly 4,200 insurance agents live and work in the communities they serve. Our agents take the time to get to know their customers, listen to their needs and values, and are dedicated to helping them meet their goals for a secure retirement.

Learn more

To learn more about Bankers Life, visit [BankersLife.com](https://www.BankersLife.com) or call (800) 231-9150.

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