

Life Insurance and Long-Term Care | Ask the Experts Video Transcript

George Sparks, Director and Wealth Management Practice Leader

George Sparks ([00:08](#)):

One of the things that is a hot topic is long-term care. When you hear people talk about long-term care, it's not the most dramatic because everybody tends to think, "Oh, I'm going to end up in a rest home." Well, very few people really end up in a rest home. You spend a lot more money on in-home care. One of the things we've been very successful with our clients is taking current insurance policies that have cash-surrender value and doing a tax-free exchange on those that take the traditional to-die policy and allows for an either/or policy.

George Sparks ([00:41](#)):

A policy that if I don't use, that allows for long-term care. And let's say that we're able to convert that to a policy of 500,000 hours. Well, it allows for our clients to draw on the \$500,000 for long-term care benefits, but it reduces the death benefit. So, if over their lifetime, they are able to draw \$200,000 from long-term care, instead of the half million dollars, they now have \$300,000 of death benefit. But again, what we're able to do is just reposition assets to give better benefits. Somebody has to be looking after our clients.