



MAGA

Long Term Care Planning

Murray A. Gordon & Associates

Messenger

FALL/WINTER 2021

46 YEARS

of

GUIDANCE, SERVICE
AND EXPERTISE IN
LONG TERM CARE
PLANNING

Season's Greetings!

It's that time of year again when we are reminded of our loyal clients and their families that we have assisted over the years with their Long Term Care retirement plans. We are grateful for you!

Because we care about our community, we have made charitable donations to the following agencies with you in mind:

- Cook County Area on Aging (Age Options)
- Local Food Banks, Fire & Police Departments
- Autism Speaks
- Meals for local healthcare agencies & their hardworking staff



WE WORK *hard*
TO MAKE
LONG TERM CARE
PLANNING *easy*

— HOLIDAY OFFICE CLOSINGS —

November 25 & 26
December 23 at Noon
December 24
December 30 at Noon
December 31

Dear Clients, Colleagues and Friends,

We are touching base with our annual reminders, Long Term Care information and to also say hello. We hope you and your family are doing well and looking forward to a healthy and prosperous New Year.

When MAGA Ltd. was founded in 1975 by Murray A. Gordon, the goal was to educate clients and other professionals on the importance of Long Term Care Planning. We remain dedicated to our clients and take pride in continuing that mission with the community, financial and healthcare professionals, and the families of our growing number of clients.

We are always available to answer your questions, provide periodic policy reviews and guide you if you need to file a claim and utilize your policy benefits.

Please be sure to contact us if you move, have a new phone number, or would like to add an email address to your file.

We wish you and your family a wonderful holiday season!

Sincerely,
The MAGA Team

MAGA clients have collected tens of millions of dollars in LTCI benefits
with our help



Back row: Nikki Gordon, Murray Gordon—CEO, Jolene Winter, Stephanie Barsotti
Front row: Peter R. Florek—CLTC, Vice President, Brian I. Gordon—CLTC, President

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Licensed nationally
in California DBA MAGA Insurance Services,
Lic.# OE81056

Other Ways We Can Help

Resources

Do you need a referral for an excellent financial advisor, elder law attorney, home health care agency or geriatric care manager? We have partnered with dozens of helpful organizations and can recommend someone local. Be sure to also check out *Aging Life Care Association* and *Daily Money Manager Association*.

We can provide you with the best in the business. Call us to learn more or check out our website at www.magaltc.com for a detailed list of providers.

Consultation Services

If you have a friend with an old LTCI policy, but no agent to provide support or service, we can help. Share our contact information and we can start by conducting an objective policy review, even taking over as Broker of Record, or offering claim support, for a modest fee.

Medicare Supplements

Open enrollment ends December 7, 2021 for both Medicare Supplements and Part D prescription drug plans. If you have a friend or family member turning 65 soon, we can provide quality Medicare Supplement plan options. You can also ask your pharmacist for help with Part D plans.



When you purchased your Long Term Care Insurance (LTCI) policy, you made a wise choice to protect your assets and put a plan of care in place. Your policy offers you peace of mind that if and when you need care, your family and loved ones can assist with ease, knowing you have options for Home Health Care, Assisted Living and Skilled Nursing Care at your fingertips (policy plans vary).

Tell Your Family

Make sure those closest to you are aware of your policy so you can maximize the value of your coverage when the time comes. You can put a HIPAA form in place now, authorizing an adult child or family member to obtain information on your policy and assist if you ever need to make a claim. Your LTCI carrier will also accept POA documents (Power of Attorney), and we can help with that.

Policy Review

Each LTCI carrier and policy offers a wide range of benefits, and there may be some limitations as well. Make sure you understand what your policy covers and how it works in advance of a health crisis, so you and your family can be prepared. For example, your policy likely has an elimination period, like a deductible (out of pocket cost) that you need to meet. Most policies also require that you need assistance with 2 of 6 Activities of Daily Living (ADL's - bathing, dressing, toileting, transferring, eating and continence) or have a cognitive impairment (for example, Alzheimer's or Dementia) to be eligible for benefits. No matter what policy you purchased, you are welcome to contact us every few years to review your coverage with your MAGA representative.

Call MAGA First

Our goal is to assist you from start to finish, which includes researching and purchasing a LTCI policy, simple items such as an address change, and major life changes, such as when it is time to file a claim because you need care. Let us assist you and your family with the red tape and help ensure you have a smooth claims experience, because we understand dealing with insurance carriers can be complicated. We advocate fiercely for our clients and have a dedicated claims specialist in our office that can help coordinate the claim process and ensure benefits are paid in a timely fashion. Always call us first so we can ensure you are eligible to utilize your benefits and help walk you through the process. Email Jolene@magaltd.com or call our office.



Caregivers

Being a caregiver can be very rewarding, but it can also take a toll on the sole provider or family members providing the care. We have heard many stories from our clients on how grateful they are to have a LTCI policy in place, which lifts the burden from their family—financially, physically, and mentally. Have you considered telling others about Long Term Care Insurance? We know LTCI is not a one-size-fits-all product, but it is an important part of the retirement discussion, one that can save family members time, energy, and finances. Let us help your adult children or family members learn more about LTCI and how it plays an essential role in their future, as well as yours.



Have You Checked Out Our Monthly Blog?

Visit our website at www.magaltc.com to read our helpful blogs, which include topics ranging from LTCI news, Medicare and Medicaid information, and retirement planning ideas. You can also view our upcoming continuing education opportunities, listen to Brian Gordon's radio spot on the Price of Business, and leave a testimonial to let us know how we are doing.



LONG TERM CARE INSURANCE

PLAN

CHOICES

PEACE OF MIND

STATS & FACTS

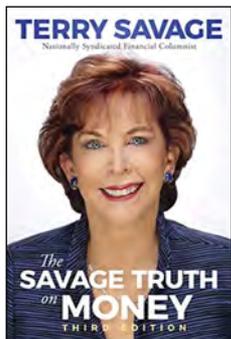
70%
of people over the age of 65
will need some form of
Long Term Care

\$54,912
is the average cost for
a home health aid
(based on 44 hours/week)

77%
of new LTCI applicants
were between the ages
of 40-64 years old

40%
of claims paid were for
Home Health Care

What People Are Saying About Us....



"MAGA is my go-to recommendation for all my readers who ask about Long Term Care insurance. And I put my money where my mouth is—I purchased my own LTC policies from them, too!"

— Terry Savage
Personal Financial Expert,
Author of "The Savage Truth on Money"

"My husband and I feel so grateful to have our Long Term Care planning with MAGA. It is so nice to call their office and talk to someone who can access our policies and answer our questions quickly. They are aware of our history with them, making any additions or changes an easy process. It feels like a one-on-one conversation, rather than feeling like a number to a large company. We can relax, knowing they are handling this important part of life plans with knowledge and care. Policyholders since 2001."

— MAGA Clients, Karen & Jim
Menasha, WI

"We want to acknowledge Jolene Winter's outstanding performance over the past few months as we faced the stressful process of negotiating an LTC claim. Her professionalism, patience, and thoroughness got us through while also helping us maintain our sanity! We'd also like to thank Brian Gordon and the entire MAGA staff for all the help and advice you've provided over the last 28 years."

— MAGA Client, Alice
Arlington Heights, IL





Business Built on Trust

MAGA is built on referrals from our satisfied clients like you, and other financial professionals. We offer everyone the same down-to-earth information and honest advice we offer to our own family and friends. We know LTCI is not a one-size-fits-all product, which is why our clients come first, not the insurance companies.



We can suggest practical solutions that fit a wide range of goals to provide the desired care for the future and fit the individual's financial budget. If you know someone who could benefit from Long Term Care Planning, or at least an initial conversation, please think of a MAGA introduction so we can assist with:

- Long Term Care Insurance
- Term and Permanent Life Insurance
- Disability Insurance
- Medicare Supplements

A long term care event is something most people will face eventually. The younger and healthier a client is when they begin planning, the better off they will be - lower premiums, easier underwriter and more LTCI choices. Contact us to discuss your options today!

MAGA Proudly Sponsors these organizations:

