

# Long Term Care Awareness Month



**NOVEMBER IS LONG TERM CARE AWARENESS MONTH.** It's the perfect time to speak with clients and prospects about protecting their retirement strategies, families, and future by planning ahead for a long-term care event.



Use this tool to **create individualized reports** for clients, illustrating the **growing cost of care** in their state.



## Long Term Care Realities and Prospecting

(For use with consumers)



Video: The Basics of Long Term Care



"Plan now"
Client/Prospect Seminar



Long Term Care Realities



It's about living life on your terms



Living life on your terms takes some preparation



### **Market Research**

(For use with financial professionals)



2019/2020 MassMutual Long Term Care Studies



2022 MassMutual Long Term Care Study

## MassMutual Long Term Care Solutions



Long Term Care Planning Options



LTCAccess<sup>SM</sup> Rider Consumer Briefs, by State



LTCAccess<sup>SM</sup> Rider Producer Guide



Interactive CareChoice<sup>SM</sup> Client Guide



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