Special Industry Report: Medicaid Secrets Revealed

Exposing The Truth About How To Qualify For Nursing Home Benefits Without Spending Down Your Life Savings

WealthCare CONSULTANTS

Little Known Technique To **Qualify For Medicaid Immediately** Even If You Have Too Much Money

How To Stop Medicaid From Taking Your Home

9 Medicaid Myths Exposed

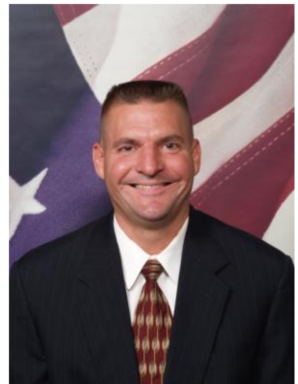
The 2005 Deficit Reduction Act: **Governments Latest Attack On Your Assets**

The **20 Must Answer Questions** For Protecting Your Home and Your Money

Contents

Who I am:

Jerry Schmitt graduated from St. Rita High School Chicago, Illinois in 1984 and Cornell College, Iowa 1988. Jerry is a Certified Financial Planner®, Veterans Admistration Accredited Claims Agent, and principal of WealthCare Consultants, Inc.



Jerry Schmitt

WealthCare Consultants, Inc. is a Retirement and Estate Planning Firm located in Oak Brook Illinois. WealthCare is a Registered Investment Advisory Firm registered in the state of Illinois.

Jerry is an expert on Veteran's Benefits, Medicaid, and Long Term Care Payment Strategies. Jerry has been a member of the Illinois Continuity of Care Association since 2006. Jerry serves as current President of the Three Rivers (Joliet) Region. He is currently the Nominating Chairperson for the State Continuity of Care Association Board of Directors.

Jerry, his wife Monica, and four children live in New Lenox, IL**.**

Special Offer To Readers Of This Report Only: if you'd like to learn more by listening, then be sure to get your copy of our brand new CD called: "*Medicaid Secrets Revealed*". Secure your copy now by visiting us online at: www.medicaidstrategy.com/medicaidcd.html

“What does a Medicaid Planner do?”

A Medicaid Planner is a legal or financial professional, who specializes in Middle-Income Asset Protection Strategies to protect the family home from a Government Seizure, and a forced spend down of all the money, triggered by an unexpected illness or disability.

Medicaid Planners are attorneys or financial planners who have chosen to specialize their practice in the area of helping families navigate through the maze of qualifying for Government healthcare assistance, without having to be poor or go broke.

10 signs your Home and Money are at Risk

1. You think Medicare pays for all medical conditions, even ones that last more than 90 days
2. You think Medicare Supplemental Insurance pays for Long Term Care
3. You think your Primary Health Insurance Company like United Healthcare pays for Long Term Care
4. You have not purchased any Long Term Care Insurance
5. You think a Revocable Living Trust protects your assets from a Medicaid Recovery Lien
6. You think you can qualify for Medicaid by giving away your home
7. You think you can qualify for Medicaid by giving away your assets
8. You do not have a healthcare Power of Attorney
9. You do not have a financial Power of Attorney
10. You do not have a proper Living Will with a HIPAA Waiver

Question: What do 93% of all Americans have in common?

Answer: They are one single incident away from losing their home and their money to a catastrophic illness. It may surprise you but according to the Social Security Administration, it is estimated that 66% of all people aged 65 or older will experience at least 1 long term care incident in their lifetime. With the average cost of long term care ranging from $5000-$10,000 per month per person, the average middle income family will go broke in less than 2 years. That’s an average cost of $60,000 - $100,000 per year per person! The sad truth is this: what was meant to go toward a happy retirement ends up going to a nursing home or to paying for home healthcare. This doesn’t have to be the case and with proper knowledge, any family can save their home, protect their money and qualify for Medicaid without being poor or spending down all the money and going broke

The 3 Biggest Retirement Mistakes Most People Make… Are You Making These Too?

You're about to learn proven strategies that will allow you to save your home and protect your life savings from creditors, predators and devastating healthcare costs, and live the lifestyle you know you deserve.

Imagine waking up every day free from the worry of what will happen to your home, your money and your valuables if you or a loved one suddenly faces a catastrophic illness, disability, unexpected lawsuit, lien or judgment.

The 3 Biggest Mistakes people make with their retirement planning are:

1. **Having no Estate Plan**
2. **Having no Retirement Plan**
3. **Having no Medicaid Plan**

Without setting up these three plans, that work in harmony together, you have unnecessarily exposed you and your loved ones to <u>major risk</u>. What kind of risk you ask?

For starters, here is a short list of risks you may be exposed to without even knowing it:

- Taxes
- Taxes to heirs
- Probate
- Catastrophic Illness
- Medicaid Spend Down
- Medicaid Recovery

Although every single risk listed above can and will cause unintended consequences to your estate, only one of the items above places your entire estate in jeopardy…and that is Creditor Risk!

Now I'm not talking about credit card companies suing you, although that's not all that fun either. What I'm talking about are healthcare institutions placing liens or judgments on your assets in order to collect on any unpaid medical bills. Why would anyone have any unpaid medical bills?

That's an easy question to answer…they thought Medicare and or their Primary Insurance Company would pay for long term care costs. Medicare <u>does not pay</u> for any healthcare beyond 90 days and neither does your primary insurance.

Insurance companies like United Healthcare, Blue Cross/Blue Shield and Medicare only pay for short term treatment and care. So if you are being discharged from the hospital and need continued care; whether it's home care, assisted living care or nursing home care, you will be required to pay for some or all that care

4 Ways To Pay For Long Term Care…One Actually Works While The Others Force You To Spend Down Your Life Savings and Expose Your Home To A Government Seizure

The single biggest risk for folks aged 65 and older is healthcare risk. Less than 1 in 10 households have properly planned for an unexpected illness or disability lasting more than 90 days. If you ask mom or dad or the kids they will say that they are protected from healthcare risk, but the shocking truth is they are not!

You may be asking why not? Well unfortunately, most seniors think that their primary health insurance company and Medicare will pay for long term care, but that's simply not true.

While no one ever thinks they will experience a sickness or disability in their lifetime, statistics prove otherwise. According to the Social Security Administration, anyone aged 65 or older has greater than a 60% chance of experiencing at least 1 long term care incident in their lifetime.

So if you believe you are going to end up being in the 1/3 of seniors who never experience this incident then things will probably turn out ok for you…but the real question is this: what is the consequence?

The Average Annual Cost Of Long Term Care Is $77,000

Most families will go broke in less than 2 years if a loved one falls ill and requires long term care. Long Term Care is simply defined as any sickness or disability lasting more than 90 days. The tragedy in all of this is that it could have been prevented.

It's a sad day when what was meant to go toward a happy retirement or to the kids or charity ends up going to pay for home healthcare or to the nursing home.

The Big Medicaid Myth

Like most folklore and myths, someone, somehow, somewhere started a rumor that Medicaid is for poor broke people. Nothing could be further from the actual truth. As a matter of fact, over 50% percent of people in nursing homes are on Medicaid. Does that mean that 50% of people in a nursing home are poor? Hardly!

So in its purest form, Medicaid is the Long-Term Care avenue of payment for most people in middle-class America.

The 4 Ways To Pay For Long Term Care

1. Medicare: very limited benefit.

2. Long Term Care Insurance: or private insurance. This works best if you are under 65 and still employed.

3. Private Pay: (out of your own pocket) most people cannot sustain $7,000.00 a month for nursing home payment though.

4. **Medicaid:** families with assets over $1 million typically can do a plan to sustain three to five years of $7,000.00 a month for their spouse. Estates that have less than $100,000.00 in assets and a house are typically on Medicaid anyway.

So as you can see, it's the vast majority of people with assets from $100,000.00 to $800,000.00 (middle-income America) that get robbed of their lifelong work and the well spouse gets robbed of their retirement if they don't do a plan and bring Medicaid in as a payer source somewhere along the way. Notice I said bring Medicaid in as a payer source somewhere along the way?

This is because the 2005 Deficit Reduction Act changed all the rules. So at a high level this is what things look like in today's environment with <u>**NO ASSET PLANNING**</u>:

- Medicare will pay initially for up to 20 days, more with a Medicare Supplemental Policy.
- When Medicare ends, most folks will then enter into a period of private pay typically ranging from 2 to 12 months – this period depends completely on how long it takes to spend down their assets to $1500 - $2000.
- Once the estate is depleted, Medicaid enters the picture.

You Don't Have To Be Poor or Go Broke To Qualify For Medicaid

I mentioned that you don't have to go broke or be poor to qualify, but let me also emphasize that if you don't set up a Medicaid Plan properly you could very likely expose your home and your money to a very nasty process called **Medicaid Spend Down**.

Simply put: you <u>must</u> know the step-by-step process for setting up and implementing a proper asset protection plan using current Medicaid Rules or all your hard work will be for naught.

Here is some interesting statistical data recently found online showing nationally who pays for long term care costs:

43% MEDICAID
25% OUT OF POCKET
14% MEDICARE
10% PRIVATE INSURANCE
8% OTHER

As you can see Medicaid pays the largest percentage of long term care costs by almost a 2 to 1 margin.

Little Known Technique To Qualify For Medicaid Immediately… Even If You Have Too Much Money

With over 200,000 Medicaid considerations to consider, it's no wonder why most families find it almost impossible to understand how to qualify for Medicaid, even if you have too much money. Before I show you insider secrets for qualifying let me first remind you of how Medicaid is structured…

The Medicaid program is a federal government administered at the individual state level. Meaning, our government enacted law and set up the rules, but individual states have the freedom to take those rules and interpret them as they see fit. So I hope this gives you an understanding of why this program becomes so confusing and convoluted.

However, there are core principles mandated from the federal level that we will use that apply to you regardless of which state you live in. Let's take a quick look at the 2 primary rules that will determine your eligibility:

Rule 1: Income Qualification

Currently, a single person cannot have more than approximately $2022/month income and still qualify for Medicaid. If you are single and your monthly income is above $2022 then you will not qualify for Medicaid. But don't worry; there are special strategies available to single people that allow them to still qualify using a very specific type of income trust.

For a marital couple, this income rule does not apply because of a special allowance known as the **Community Spousal Resource Allowance**. However, if a sick spouse is facing a nursing home placement then their assets will be subject to a forced spend down unless they are rescued!

What's most important to remember is this: a single person or marital person currently in a nursing home or facing a nursing home placement can protect their assets and still qualify for Medicaid, if they know the rules and apply the strategies in the proper sequence.

Not knowing the rules and strategies, combined with doing things in the wrong order will cause a penalty enforced by the local Medicaid office.

Rule 2: Asset Qualification

Now that we've covered income rules let's take a quick look at asset rules:

Single Person: currently, a single person can only have approximately $2000 in total assets in order to qualify for Medicaid.

Married Couple: again, being married is a huge benefit as Medicaid allows the well spouse at home to have a home, a car and about $110,000. Any assets amount above these limits will be subject to being spent down on nursing home costs.

So how do you qualify for Medicaid immediately if your income or assets is too high?

Simply put, you have to know the Medicaid Rules and apply them. In this case, you simply take assets like Cash, CD's, 401(k), IRA, Mutual Funds etc. and turn them into an income.

You see, Medicaid will look at the assets mentioned above as "**Countable Assets**". If we change how Medicaid looks at those assets then you can qualify for Medicaid immediately!

Secret Strategy: Convert an asset from and "**Asset**" to an "**Income**" and you will qualify immediately. Now there are very specific steps you have to take to accomplish this which are way beyond the scope of this free report, but if you want to see exactly how this will work for you, then call us today at: **800-213-8469** and request more information.

3 Proven Strategies For Saving Your Home & Protecting Your Life Savings From Devastating Healthcare Costs

1. Set Up An Estate Plan

Most of us when we were young probably heard a parent or adult talk about words like wills and trusts. I think every parent regardless of their net worth feels like creating a Will is important because a Will allows for assets (money, cars, houses, jewelry etc.) to be passed on to heirs without dispute.

Unfortunately, creating just a Will actually does very little in the way of protecting assets and passing them on to heirs in the most efficient and least expensive manner.

Although creating a Will is better than not creating one, you need to know that a Will does not protect any of your assets from creditors like Medicaid Recovery. And when your estate settles it will go through that nasty process called Probate.

So if you have a Will or even if you don't, your estate will go through Probate. The problem with Probate is two-fold: it's costly and it takes time. On average, 5%-10% of your valued estate will go toward paying court costs and legal fees, and your loved ones will wait upwards of 12-24 months to get what is rightfully theirs. Ouch!

Also, since Probate court is public, the entire free world will know your business as it is considered Public Record.

How To Stop Medicaid From Taking Your Home

One of the biggest lies being told to honest American's is that a **Revocable Living Trust** (RLT) will protect all their assets. Families who purchased a RLT are typically told that no one, including Medicaid can touch their home and money.

This is such a heartbreaking thing to have to be the one who tells families they were sold a lie; a very expensive lie to the tune of $1995 - $3000 for a Revocable Living Trust!

A RLT accomplishes just one thing: estates avoid Probate court. A RLT DOES NOT protect your home, money, cars, jewelry etc. from lawsuits, liens or judgments.

There is only one way to **Stop Medicaid From Taking Your Home** and that is to set up an Estate Plan, to include a properly structured Medicaid Plan.

The family home is one of the most difficult assets to protect and the easiest asset for your state's Medicaid Recovery department to seize through a lien. The family home is protected while at least 1 spouse is living in it. The problem comes when mom or dad no longer live in the home because of a nursing home placement or death.

The family home MUST be owned properly to avoid seizure. Depending on which state you live in there are a few proven strategies that will allow mom or dad to stay in the home while healthy and then have the home pass to the heirs when neither one of them live in the home.

There are special deeds and special estate planning techniques that easily accomplish this. If you are concerned about losing the family home to your states Medicaid Recovery department, then learn how you can prevent this from happening to you by calling: **800-213-8469.**

2. **Set up a Retirement Plan**

Depending on who you talk to, you are likely to get several opinions on the merits of creating a Retirement Plan. Whether spending money and time on a formalized plan is right for you and your situation is really a personal decision.

What you should be aware of is this: a plan that involves variables that are subject to change is not something you can do once by setting it up and forgetting it. Be cautious about spending money on stuff like this that is only good for one day, because life changes and your plan will change based on your age, your goals, your health and your aversion to risk.

The most important things you need to be aware of when setting up a Retirement Plan are the following:

- Understanding how your estate is being taxed while you're alive
- Understanding how your estate will be taxed upon you leaving this earth
- Understanding how inflation is silently destroying your money's ability to grow efficiently
- Understanding how to own and title your assets (home, money cars etc.)

Whoever is responsible for coining the phrase "*ignorance is bliss*" is ignorant. Ignorance is not bliss and you need to understand how taxes, inflation, lawsuits and Uncle Sam can and will crush you if you don't know what you are doing!

3. Set up a Medicaid Plan

Have you ever had a financial person ask you the following questions: "*how much money do you think you'll need after you quit working*". Oh let me see, since I know exactly what's going to happen to me in the future and how much things are going to cost I think I'll say $1,000,000.

No one knows what they will need in the way of money. And if you are just one single event from losing your life's savings does it really matter how much money you have? A better approach to handling this is to have a plan that asset protects everything you have of value; like your home, your money, cars, and personal possessions.

A more realistic view would be based on this: "*plan for the worst and pray for the best*". Ok, maybe you may think it's being negative to plan the worst. Or maybe it's being wise because not one person truly knows what's waiting for them right around the corner, right?

At the same time, the peace of mind you will have when you have honestly addressed all the worst case scenarios and how to navigate around them will be a peace that passes all understanding.

At the core of a proper Medicaid Plan exists two events that are life changing and have a significant impact on your estate:

1. **A catastrophic illness**
2. **The death of a spouse**

What will typically happen when a spouse gets sick is for the healthy spouse to experience a significant drop in income. This is a big deal because most households already into retirement are on a fixed budget and cannot afford a decrease of monthly income.

Since over 93% of all households have not planned for this long term care incident, this almost always results in the estate spending down its entire asset base on healthcare costs. What was meant to go toward a happy retirement or to the kids and grandkids now goes to the nursing home.

Sadly, often times the healthy spouse becomes impoverished before qualifying for Medicaid benefits. This doesn't have to be the case and unfortunately most people simply don't know the rules for qualifying for full benefits without spending down your life savings.

Imagine the heartache a well spouse faces when after a nursing home placement she realizes she doesn't have enough money to live on. I don't know about you but this is the most important part of an efficient Retirement Plan.

Myth 1: I Have To Give Away Everything I Own In Order To Get Medicaid

False: you're allowed to own some property in some forms and still be eligible, but you need a detailed knowledge of the Medicaid Rules, plus skill, plus ingenuity to figure out which property in which forms are allowed and which aren't.

Myth 2: I Can Give Away Anything And Still Get Medicaid

False: the Medicaid rules state that you can be disqualified for benefits if you give away your assets in some cases. In other cases you can give away tons of money and get Medicaid. It all depends on what is given away, how much it's worth, when it is given away, to whom it is given to, and the exact sequence of events of how it was given.

Myth 3: I Have to Wait 5 Years After Gifting In Order To Get Medicaid

False: there is a 5 year look-back period after you apply for benefits and during that period Medicaid has the right to examine all gifts, but that does not mean gifts are not allowed. In fact, certain types of gifts never cause disqualification and sometimes disqualification may only be for a month or two.

Myth 4: If During The 5 Year Look-Back Period I Give Away Money To My Kids They Will Have to Give It Back In Order For Me To Get Medicaid

False: in some cases the kids may voluntarily give back some or all of the money in order to get full Medicaid benefits, but it is not true in all cases that the kids must give back money to the parent in order to get Medicaid

Myth 5: I Can Get Medicaid Immediately If I Give All My Assets To My Spouse

False: this is a huge myth and mistake because Medicaid counts assets in the name of the sick spouse, and everything in the name of the well spouse as well as everything in the name of both spouses, jointly.

Myth 6: I Can Give Away My Money But The Most I Can Give Away Is $13,000 Per Year

False: Medicaid and the IRS are two separate entities. You can give away 1 million dollars and have no tax consequences, but if give away as little as $13,000 you will face a period of ineligibility for Medicaid.

Myth 7: The Healthy Spouse Gets to Keep Half The Assets

False: that could be true but may not be true. As of the day the sick spouse enters the nursing home, the well spouse is allowed to keep ½ of the total assets but no more than $109,560.

Myth 8: Once You Get On Medicaid You Cannot Sell The House

False: if you are married you can shelter the house by having the well spouse remain living in it. If you are single and pass away then Medicaid can come and get the house. If you are married then the well spouse can remain in the house even after the sick spouse passes away, however the heirs may face a Medicaid recovery lien on the house for the amount of the total Medicaid debt.

Myth 9: I Can't Get Medicaid Because I Have Too Much Money

False: you don't have to lose out on Medicaid because you have too much money nor do you have to go broke. You can rearrange the assets according to the rules and shelter a great deal of money.

How to Find A Qualified Medicaid Planner

You may be surprised to learn that you won't find 1 attorney or financial planner out of 1,000 that understands proper asset protection strategies, especially in the area of proper Medicaid Planning. Now this isn't a scientific study but the truth is most attorneys, insurance agents, financial advisors and financial planners find the subject matter of Medicaid Planning and Asset Protection way too complicated.

The end result is they <u>choose not</u> to learn the material and instead focus on something that's easier to sell. While that may be good for them it's not good for the general public.

The truth is, proper asset protection and Medicaid Planning is very complex, confusing and can be intimidating, if you don't know what you are doing.

Finding the right Medicaid Planner is not difficult if you know where to look and what to look out for. The checklists below can help you get started.

Questions to ask…

☐ Do you specialize in Medicaid Planning only?

☐ Do you understand how the 2005 Deficit Reduction Act affected Medicaid Planning?

☐ Do you know specifically where Medicare ends and Medicaid coverage begins?

☐ Do you know the Income Qualification Rules for my state?

☐ Do you know the Asset Qualification Rules for my state?

☐ Do you know the new gifting rules on gifts made after February 18th 2006?

☐ Do you how to calculate the Penalty Period on all gifts?

☐ Do you know the Medicaid Rule that allows me to cut the Gifting Penalty Period in half?

☐ Do you know the specific legal instruments to use to properly protect asset from Medicaid?

☐ Do you know how to properly fill out a Medicaid Application in my state?

☐ Do you know how to protect my house from Medicaid Recovery?

Interviewing the Medicaid Planner…

☐ Does he/she have a structured process in place that is easy to understand?

☐ Does he/she take time to ask the right questions to best determine how to help you?

☐ Does he/she enable you to be a “partner” when discussing options and making decisions?

☐ Does he/she offer a written and easy to understand proposal?

☐ Does he/she provide a clearly written plan of action?

☐ Does he/she communicate with compassion and involve important family members?

☐ Do you feel a level of comfort and trust with the planner?

☐ Does he/she have the proper training and certification to offer proper planning strategies?

Real Results From Proper Medicaid Planning

Case Study 1: Marital Crisis Case

Background

John & Mary Smith:
Age 75 and 73

Total Countable Assets:
$200,000

Monthly Income:
John: $1,600
Mary: $900

Nursing Home Cost:
$5500

Health Insurance:
$200

*Mary is currently in Nursing Home

Problem

- **Assets Too High To Qualify For Medicaid**
- **Have To Spend Down $88,400 to Qualify**
- **Unreimbursed medical expenses:** **$5,700**
- **Monthly living expenses:** **$1050**
- **Total monthly expenses:** **$6,750**
- **Monthly shortfall:** **-$4,250**

Results

*Mrs. Smith is eligible for Medicaid in just 4 months versus spending down the $88,440 for nursing home care. This saves the estate $71,630

*Mr. Smith increased his monthly income from $1,600 to $1,750

*In just 5 years, gifts made to the gifting trust fund grew from $21,670 to $25,737 (assuming a 3.5% rate of return)

*House is protected from recovery when Mrs. Smith dies

Case Study 2: Single Crisis Case

Background

Sue Roberts:
Age 75

Total Countable Assets:
$213,000

Monthly Income:
$2,090

Nursing Home Cost:
$5500

Health Insurance:
$200

Miscellaneous:
$100

*Sue is currently in Nursing Home

Problem

- **Assets Too High To Qualify For Medicaid**
- **Have To Spend Down $211,000 to Qualify**
- **Unreimbursed medical expenses: $5,700**
- **Monthly living expenses: $100**
- **Total monthly expenses: $5,800**
- **Monthly shortfall: -$3,710**

Results

*Ms. Roberts is eligible for Medicaid in just 23 months versus spending down the $211,000 for nursing home care.

*The Estate saves $124,500

*The combination of social security income and trust income will pay all nursing home costs for the 23 month period

*Medicaid pays for all nursing homes costs beginning in month 24

Case Study 3: Marital Pre-Planning Case

Background

Ken & Gail King:
Age 72 and 70

Total Countable Assets:
$950,000

Home Value:
$250,000

Car Value:
$5,000

Monthly Income:
Ken: $4,500
Gail: $1,500
Joint: $3,000

Monthly Expenses:
$2,500

Problem

- **No Long Term Care Insurance**
- **Monthly Nursing Home Cost: $8,000**
- **Assets Too High To Qualify For Medicaid**
- **Have To Spend Down $840,440 to Qualify**
- **Home is exposed to Medicaid Recovery**

Results

*Created a Medicaid Pre-Plan

*Purchased a new $40,000 car as an exempt asset purchase

*Set up a 60 Month Long Term Care policy for Ken & Gail with a special feature that will return 100% of premiums paid if policy is not used

*Gifted $578,440 to a special trust that protects that money from Medicaid Spend Down & Recovery

*If either Ken or Gail need long term care for the next 60 months it is pre-paid

*If Ken or Gail do not need long term care for 60 months then 100% of all money gifted to trust is protected and they will immediately receive Medicaid benefits without having to use the Long Term Care policy. The premiums will come back to the estate at the time of death.

*House is protected while Ken & Gail are alive and passed on to their heirs at the time of their death, avoiding Medicaid Recovery.

The 20 Must-Answer Questions To Assure That You Are 100% Asset Protected and Guaranteed Peace of Mind

1. Do you have all the money you want to accomplish those things most important?

☐ Yes ☐ No

2. Are you 100% convinced that you've done everything you can to protect your home your money from creditors, predators, lawsuits, liens and judgments?

☐ Yes ☐ No

3. Do you fully understand your exposure to healthcare risk and why?

☐ Yes ☐ No

4. Do you have an asset protection plan in place to eliminate your exposure to healthcare risk?

☐ Yes ☐ No

5. Do you currently have a plan in place to cover long term care costs?

☐ Yes ☐ No

6. Do you know exactly what Medicare pays for and what they don't?

☐ Yes ☐ No

7. Do you know if you're qualified to receive 100% Medicaid Benefits?

☐ Yes ☐ No

8. Do you know the financial allocation rules for qualifying for full Medicaid Benefits?

☐ Yes ☐ No

9. Do you understand gifting rules and how you will be penalized for making improper gifts?

☐ Yes ☐ No

10. Do you know how the Medicaid Recovery program works?

☐ Yes ☐ No

11. Do you understand the importance of creating an Estate Plan?

☐ Yes ☐ No

12. Do you currently have up to date wills, powers of attorney and HIPAA waiver's in place?

☐ Yes ☐ No

13. Do you know specifically how assets should be owned/titled in order to protect them from creditors, predators, lawsuits, liens or judgments?

☐ Yes ☐ No

14. When it comes to protecting your estate, do you know exactly what you are doing and why?

☐ Yes ☐ No

15. Do you currently have a Retirement Plan in place?

☐ Yes ☐ No

16. Are you currently working with a Financial Coach versus an insurance agent or financial planner?

☐ Yes ☐ No

17. Do you have a customized lifelong game plan to guide all of your money decisions?

☐ Yes ☐ No

18. Do you have a clear-cut method for measuring the success or failure of your retirement plan?

☐ Yes ☐ No

19. Do you fully understand the implications of taxes, inflation, market risk and creditor risk to your estate?

☐ Yes ☐ No

20. Are you aware of how Insurance Agents, Financial Planners and Stock Brokers get paid?

☐ Yes ☐ No

Your Goal Is To Answer Yes To Each One Of These Questions. When That Is Accomplished You Will Have Done Everything You Can To Assure 100% Asset Protection and Peace Of Mind

SCORING: Give yourself 5 points for every "Yes" answer

85 -100: Asset Protected Estate: Congratulations! You are obviously well informed on matters regarding asset protection and have learned how to use strategies to protect your estate.

65- 80: Mostly Protected Estate: Your estate is in pretty good shape as you have probably implemented several things you've read about or that were discussed around the kitchen table. Now is the time to take the necessary steps to completely finish what you've started.

45-60 Common Estate: Before you beat yourself up too bad you should know that you are not alone. You may find yourself confused or concerned about how to make the right decisions about your estate plan, your retirement plan and your income plan. If you don't already have a qualified financial coach, now is the time to find one and build that relationship.

25-40 Dysfunctional Estate: You may feel discouraged about the current state of your estate. You may have made decisions based on wrong or bad information. No matter where you have gotten your information from you have to be honest with yourself and say that you are not going to get the results you really want unless you make some changes.

0-20 Estate In Crisis: You may be in denial or you may be experiencing a wide range of emotions. Maybe you're about ready to give up and just hope for the best but the real burning question is this: if you knew where to get accurate and truthful information, would you use it to change things in your life for the better? Sit down and decide whether or not you want to stay in this mess or start on a new path that's right for you.

Why You Need A Coach To Help You Navigate Through The Medicaid Maze Of Confusion

Most people think of a coach relating to sports and a Medicaid Coach is much different than an attorney, insurance agent or financial advisor or planner. There is nothing wrong with agents and advisors, but typically they do not mentor clients. Instead they sell client's products and services.

A coach helps you take personal responsibility for your situation and provides you step-by-step instructions for reaching your goals. You are the one, with the help of your coach, who is in control.

One of the most important things that differentiate a coach from an agent or advisor is a coach makes independent recommendations. What you find working with most agents and advisors is that they are tied to certain insurance companies or broker dealers. And they are rewarded for placing new business with certain companies in the form of trips to exotic locations, marketing dollars and other retirement incentives.

I'm not sure if that concerns you but it should. All agents and advisors have access to the same products and services, so really, financial people are a commodity if all they focus on is selling you a product.

What agents and advisors should focus on is solving your problems using the most up to date cutting edge strategies. Unfortunately, although most agents and advisors are good honest people, they are not unbiased in their recommendations. Simply put, they want to make the highest commission they can and that impacts their recommendations.

Your Next Step

Your next best step is to request a copy of our new CD called: "*Medicaid Secrets Revealed*". This is a 30 minute no-nonsense audio exposing all the myths, half-truths and darn lies around the topic of Medicaid.

You can get your personal copy today by visiting us at: www.medicaidstrategy.com/medicaidcd.html

If you or a loved one is currently in a nursing home or about to go into one then your estate is in crisis and needs to be rescued. Please contact us immediately by calling: **800-213-8469** to request a free 30 minute phone consultation to get your burning questions answered today!

Call today to schedule your Asset Awareness Meeting, where you will learn how to protect you home and your assets from devastating nursing home costs.

Call Today!

800-213-8469