

## Letter introducing the health and elder care financial planning process to your clients

Dear Client,

Aging is often regarded with apprehension. We know it is good to get older, because it means we are still alive! However, we often fear the changes to our body and mind that may cause us to lose independence and control. Discussing these possibilities is not always comfortable for the aging person or the people who may have to care for them.

When to delegate financial decision-making, change living situations, quit driving, and seek assistance with health care decisions are difficult topics. They can be emotionally and financially very costly if plans are not put in place. People are forced to make decisions under duress, elders may often be neglected or abused, and family fights ensue.

Fortunately, tools have been developed to prepare families for the challenges associated with aging. As your adviser, I am using these tools to help plan for these transitions well in advance. This will reduce the likelihood of reactive decisions and the subsequent unnecessary costs that result from lack of preparation. My hope is this will provide you with peace of mind as you age.

I will soon send you three questionnaires. Each takes about 15 to 20 minutes to complete.

- The “Financial Caretaking Plan” outlines steps you have taken to prepare for transferring bill paying, investment management, and estate planning, and the tasks you need to complete to get ready for the day you can no longer manage finances on your own. It will enable us to help you put the pieces in place to prepare for an orderly transition of financial management to your financial caretaker(s).
- The “Risk Profile” is designed to identify traits that could place you at risk for bad financial decision-making. The questionnaire is based on a study conducted by geriatric psychiatrists. If we identify any issues, we can provide you with financial literacy education that will allow you to manage your finances longer. If there are any other concerns, we will refer you to the appropriate specialist.
- The “Long Term Care Plan” addresses your desired living situation, transportation needs, and health care preferences. We estimate your potential long-term care and health care costs, and help you put plans in place to reduce unnecessary costs and age successfully in the living situation you desire.

After you fill out a questionnaire, the software will provide me a report indicating what you are doing now and what you need to do to optimize your situation. It will contain a personalized list of to-do items, and information you can give to your family to inform them of your desires as you age. The reports also include links to educational materials to help you complete the tasks. I will send you the reports and assist you in implementing the tasks where appropriate.

I will send you a link to the Financial Caretaking Plan first. After you have completed that questionnaire, I will send you a link to the next one.

Please let me know your thoughts and questions.

Best regards,

Adviser

