

Is Your Practice Ready for Alzheimer's?

American Beacon Advisors

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NOT FOR RETAIL USE

Every 67 seconds



An American is diagnosed every **67 seconds** with Alzheimer's disease.

- **1,289** per day
- **9,027** per week
- **38,670** per month
- **470,485** per year

By 2050, someone in the U.S. will develop the disease every **33 seconds**.

Agenda



- What is Alzheimer's Disease
- Alzheimer's Facts and Figures
- Planning Considerations
- Communicating with Clients

What is Alzheimer's Disease?



Click link to view video:

<http://www.youtube.com/watch?v=9Wv9jrk-gXc>

10 Warning Signs of Alzheimer's



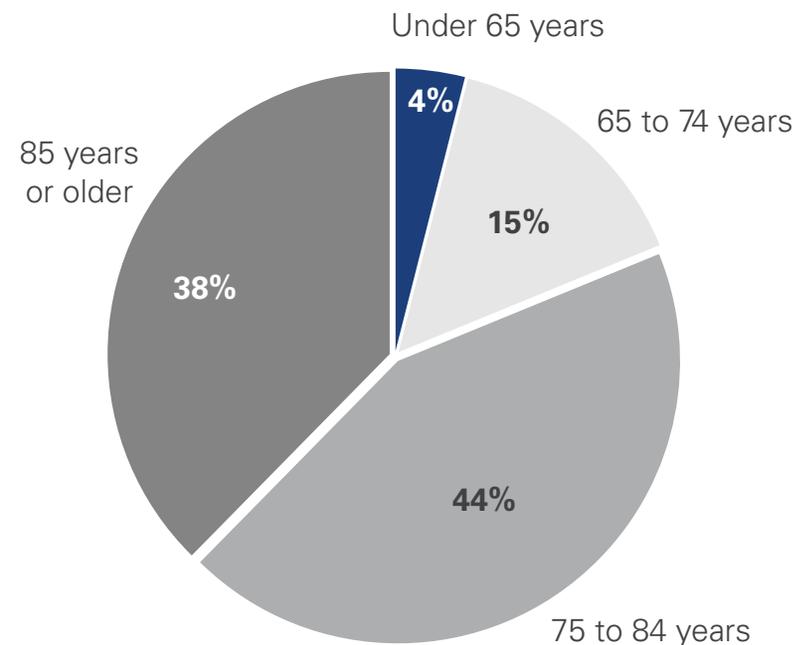
- 1. Memory changes disrupting daily life**
- 2. Challenges in planning/solving problems**
- 3. Difficulty completing familiar tasks**
- 4. Confusion with time and place**
- 5. Trouble with visual and spatial images**
- 6. Problems with words in speech or writing**
- 7. Misplacing items – losing ability to backtrack**
- 8. Decreased or poor judgment**
- 9. Withdrawal from work or social activities**
- 10. Changes in mood and personality**

Facts and Figures



- **More than 5.2 million** Americans are living with Alzheimer's disease
- The number of people age 65 and older with Alzheimer's is estimated to reach **7.1 million** by 2025
- **6th leading cause of death** in the U.S.
- **1 in 3** seniors dies with Alzheimer's or other form of dementia
- **Age** is the number one risk factor:
 - **1 in 9** Americans, 65 years of age and older, have Alzheimer's

Prevalence of Alzheimer's



Source: Alzheimer's Association 2014 Alzheimer's Disease Facts and Figures

A Person Does Not Get Alzheimer's, A Family Does

- 76% of Alzheimer's patients are cared for in a home setting
- Family caregiving provided by almost 15.2 million Americans
- More than 1 in 7 American workers are active or former caregivers for someone with Alzheimer's or other form of dementia
- Among those, only 47% were able to continue working while providing care
- 32% of unpaid caregivers provide care for 5 years or longer

Costs of Care

- **Adult Day Services:** \$26 to \$141 per day, national avg. = **\$70 per day**
- **Home Care Services:** \$13 to \$28 per hour, national avg. = **\$20 per hour**
- **Home Health Aide:** \$13 to \$32 per hour, national avg. = **\$21 per hour**
- **Assisted Living Community:**
national avg. = **\$3,550 per mo. / \$42,600 per year**
- **Alzheimer's and Dementia Care Nursing Home**
 - Private room: national avg. = **\$7,830 per mo. / \$95,265 per year**
 - Semi-private room: national avg. = **\$6,900 per mo. / \$83,950 per year**

All figures shown are estimates and solely illustrative. American Beacon Advisors makes no guarantees as to the accuracy of these figures. Costs may vary regionally. Sources: Mature Market Institute and Alzheimer's Association.

Planning for the Possibility of Alzheimer's

- Identify other professionals that support your clients
- Does each client have a financial power of attorney
- Is there a secondary or emergency contact person
- Consider long-term care (LTC) insurance alternatives:
 - Long-term care policy
 - Life insurance riders
 - Single pay
- Develop a "Shadow Plan" to consider unplanned expenses

If Your Client Develops Alzheimer's Disease

- Contact local Alzheimer's Association chapter:
 - Care consultation
 - Referrals for services and care
 - **www.alz.org**
 - **1.800.272.3900**
- Get written permission to communicate with decision-makers and support professionals.

If Your Client Develops Alzheimer's Disease

- Investment suitability is critical
- Include other family members or advocates
- Document, document, document
- Budgeting, current and long-term — Alzheimer's is progressive, needs will change over time
- Care costs become progressive
 - Adult day care
 - In-home care
 - Assisted living
 - Nursing home

In Summary...

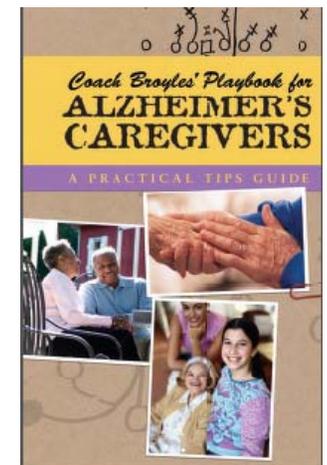


- Know the 10 warning signs
- Know who can make decisions for the client
- Include client's advocate in meetings as soon as possible
- Obtain written permission to communicate with other professionals and interested parties
- Have copies of legal documents
- Understand your firm's privacy and vulnerable client or diminished capacity policies
- Work with compliance
- Document all communications

Let us start the conversation for you...

Jack Broyles, Chairman Emeritus of the Dallas Chapter of the Alzheimer's Association

- National speaker on his family's experiences with the disease and its personal and financial costs.
- Jack has made his mission in life to help educate advisors and their clients to become better prepared for the financial and emotional stresses of this disease.
- He has more than 30 years of experience in financial services.



Next Steps...



- Start the conversation with your clients
- Develop a written plan for your practice
- Consider hosting client seminar