

**Solutions**  
for Women

# Life is a balancing act

Family. Career. Community. Self.



The purpose of this material is the solicitation of insurance and an agent may contact you.

Insurance Strategies



We'll help you get there.®

WMI1529

Massachusetts Mutual Life Insurance Company is delighted to offer Women's Bar Association members individual long-term care and disability income insurances, if you qualify, at a 10% savings.

Long-term care insurance is now available to WBA members (including spouses, partners, parents, grandparents, in-laws, and adult children). Long term care insurance may help you preserve your independence and protect your assets from the high cost associated with long term care.

If your spouse, children or parents needed ongoing care, you would be there to make sure they are taken care of. You are both a potential caregiver and someone who might need long term care services. Long term care insurance may help provide peace of mind knowing that you have a plan in place to help protect you, your assets and your family from the emotional strain and the high costs associated with the need for long term care. When family members need care, it's the women – wives, sisters, and adult daughters – who are often looked to for help. In fact, these women, many of whom have children to care for, are likely to offer their assistance without being asked. Besides being the primary caregiver for ailing or aging family members, women often become recipients of long-term care services, themselves.

As a professional woman, there are many responsibilities that rest on your shoulders. So many people depend on your success. What would happen if you lost your income because of a serious accident or illness? Are your finances and your family protected should a need for long-term care arise?

**What will you do to help protect your finances and your family should a need for long-term care arise?\***

No one likes to think about the possibility of needing this type of care, but here's why you should:

- At least 70 percent of people over age 65 will require long-term care services at some point in their lives.<sup>1</sup>
- While only 4.4 percent of the over 65 population live in nursing homes, the percentage increases drastically with age – 15.1 percent of the population over 85.<sup>2</sup>
- Women who reach age 65 could expect to live an average of another 20 years – about 3 years longer than men the same age.<sup>3</sup>
- The national average annual cost for a private room in a nursing home is \$77,380.<sup>4</sup>

Whether you need care, or find yourself in the position of caregiver, long term care has an influence on your whole family. Long term care insurance can help relieve the emotional and financial strain your family may experience if a long term care need should arise. And the best time to buy long-term care insurance is right now, when you are active and working. *So, what are you waiting for?*

**Did you know individual long term care insurance and individual disability income insurance is available to WBA members, if you qualify, at a 10% savings? Disability income insurance may help you cover an income shortfall if you become sick or injured.**

Today, women in the United States have more wealth, recognition and power than ever before. They own 40 percent of all firms<sup>5</sup> and are responsible for 85 percent of consumer and business purchases.<sup>6</sup> But along with this financial power comes risk.

As a working woman, so many responsibilities rest on your shoulders. And so many people depend on your success.

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\* A long term care need typically involves the inability to perform two or more activities of daily living (eating, bathing, dressing, toileting, continence or transferring) without substantial assistance or a severe cognitive impairment, such as Alzheimer's Disease.

<sup>1</sup> Economic Report of the President. Council of Economic Advisors. February 2007. Washington, DC: U.S. Government Printing Office. Page 94.

<sup>2</sup> Arias E. United States life tables, 2004. National vital statistics reports; vol 56 no 9. Hyattsville, MD: National Center for Health Statistics. 2007

<sup>3</sup> Census Bureau, Population estimates, 2008

<sup>4</sup> MetLife Mature Market Institute – Market Survey of Nursing Home and Home Care Costs, October 2008

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<sup>5</sup> Key Facts about Women-Owned Businesses, Center for Women Business Research, 2008-2009 update

<sup>6</sup> Chhaochharia, Sweta, Targeting Women: A Financial Perspective (2006)

## What would happen if you lost your income because of a serious accident or illness?

Most people don't like to think about disability, but here's why you should:

- In the year 2007, an estimated 12.8 percent of Americans aged 21-64 reported a disability.<sup>7</sup>
- There is a death caused by a motor vehicle crash every 12 minutes. There is a disabling injury every 12 seconds.<sup>8</sup>
- Many group long term disability (LTD) plans protect less than 60% of an employee's income.

Supplemental disability income insurance helps provide a sense of security. You will know that if you become disabled and unable to work, your family is better prepared to meet its financial obligations. Disability income insurance may also provide return-to-work benefits, and it may help protect your ability to continue to save for retirement while disabled. It's another important piece of a comprehensive financial strategy.

Don't let your income stop due to a disability. Educate yourself about disability income insurance today.

**For more information, please call 603-621-1335.**

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<sup>7</sup> Bjelland, M.J., Erickson, W.A., Lee, C.G. (2008, November 8). Disability Statistics from the American Community Survey (ACS). Ithaca, NY: Cornell University Rehabilitation Research and Training Center on Disability Demographics and Statistics

<sup>8</sup> Hedlund, James. Improving Traffic Safety Culture in the United States, December 2007

Long Term Care Insurance Policy provided by Policy Forms MM500-P et al. (In ID, MM500-P-ID and in NC, MM500-P-NC) and other state variations thereof issued by Massachusetts Mutual Life Insurance Company, Springfield MA 01111-0001. For costs and further details of coverage, including exclusions and reductions or limitations contact your agent or MassMutual at 800-272-2216 for a referral to an agent.



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