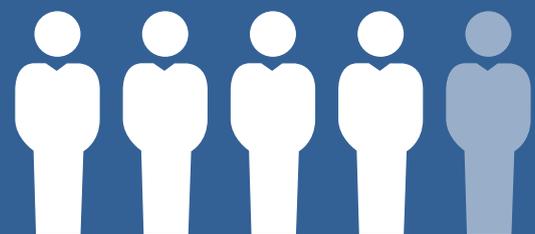




NATIONWIDE RETIREMENT INSTITUTE®

Health care

— *Plan for costs in retirement* —



4 OUT OF **5** PEOPLE

*cannot accurately estimate
how much they expect to pay for
health care in retirement.¹*

Plan for your health care costs

Health care costs are one of the largest expenses in retirement. Many people don't understand the risks these costs pose to their retirement plan, so they aren't preparing for them.

Medicare and retiree health insurance benefits may cover a portion of these expenses, but many people will pay a significant amount of their retirement health care costs out of their own pocket.

Add to this challenge the rising cost of health care and the likelihood of needing long-term care and it becomes clear that planning for health care costs is important for achieving financial security in retirement.

*Out-of-pocket health care estimates
for a 65-year-old couple can reach*

\$296,000 – \$399,000

during retirement.²

¹ "Health Care and Long-Term Care Study," a consumer study of U.S. adults ages 50 and up, Nationwide/Harris Poll Survey (November 2016).

² "Savings Medicare Beneficiaries Need for Health Expenses: Some Couples Could Need as Much as \$400,000, Up From \$370,000 in 2017," Employee Benefit Research Institute (Oct. 8, 2018).

Nationwide® is committed to helping people prepare for and live in retirement with guidance from financial advisors. As part of this commitment, we're talking about important topics related to financial well-being in retirement, such as the cost of health care.

You and your advisor can use this guide as you assess your retirement health care needs and design a financial plan to help you prepare for the costs you'll face.

What to look for inside

HEALTH CARE CHALLENGES

How health care costs add to the risks you face in retirement *Page 4*

MEDICARE AND LONG-TERM CARE

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MAKE A PERSONALIZED PLAN

What to discuss with your financial advisor to put a plan in place *Page 6*

Health care challenges

Retirement can be a rewarding time, but it does have challenges. Among the biggest challenges you face is the cost of health care.

During the years when you're planning and saving for retirement, you're constantly managing the risks to your financial plan such as inflation and potential market declines.

But once you retire, these risks don't vanish. Inflation and market risk are amplified and new risks are introduced — outliving your savings and leaving less money for your spouse or other family members.

Among these new risks you face in retirement is the cost of health care.

Health care is a big-ticket expense for most retirees, especially with rising costs and the likelihood of needing long-term care. If you're not prepared for these expenses, they can put pressure on other aspects of your retirement financial plan and limit the choices you can make later in life.



Medicare and long-term care

Today's Medicare program

Signing up for Medicare is one of the first major decisions you'll make as you reach retirement, and many people are surprised to learn there are costs associated with the program. Even after paying into Medicare throughout your career, once you're enrolled, you'll face monthly premiums and cost-sharing provisions.

Your financial advisor can help plan for these expenses. About 77% of affluent consumers over age 50 feel that their advisor is well-equipped to discuss retirement health care costs.³

Long-term care comes at a cost

Long-term care is a progression of care options ranging from informal assistance provided by friends and family members to full-time professional care provided in a residential facility. Today, more than half of all long-term care services are being provided in the home.⁴

With proper planning, you can ensure that you and your family members retain the power of choice in a long-term care scenario.

..... A PERSON AT AGE 65

has a 70% chance

of needing some type of
long-term care during retirement.⁵

.....

³ "Nationwide 2018 Health Care and Long-term Care Consumer Survey," Nationwide/The Harris Poll (February 2018).

⁴ American Association for Long-Term Care Insurance study (June 1, 2018).

⁵ U.S. Department of Health & Human Services, Administration on Aging (Oct. 10, 2017).

Make a personalized plan

Now that you know more about the factors to consider, it's time to start actively planning. If you're already working with a financial advisor to save for retirement, you can discuss health care with them, too.



How Nationwide and your advisor can help

- **Use the Nationwide Health Care/Long-Term Care Cost Assessment** to estimate your expected costs
- **Refine your retirement financial plan** around this estimate
- **Plan for long-term care** based on your and your family's needs using the Health Care/Long-Term Care Cost Assessment
- **Cover gaps** with new funding strategies

The Nationwide® Health Care/Long-Term Care Cost Assessment takes information you provide about your health history and family background and compares it with current trends in health care utilization. The report you receive shows you a personalized view of your anticipated health care costs, including long-term care, throughout retirement.

Your personalized assessment can help you and your advisor better understand how expected health care costs can affect your retirement, and enable you to develop a plan around your and your family's specific needs.



Clients

Talk with your financial advisor about your health care decisions and how they fit within the scope of your overall retirement plan.



Financial professionals

For more information, call your wholesaler or the Retirement Institute Income Planning Team at 1-877-245-0763.

The Nationwide Retirement Institute® provides practical thought leadership through timely insights and education, client-ready tools and consultative support. Our comprehensive approach helps financial advisors, plan sponsors and clients break down and simplify the most complex retirement challenges.

For more information, visit nationwidefinancial.com/healthcare.



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The information collected on the Personalized Health Care/Long-Term Care Cost Assessment will be kept confidential and used to provide an estimate of a client's potential health care costs in retirement. The estimate is based on a client's specific financial situation and goals, as well as their current overall health condition. The client's financial situation and health conditions may change over time, and this may affect their future costs. Please keep in mind that the estimates within the assessment are for hypothetical purposes only and are not guaranteed.

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