



Brought to you by **Joe DeMarco, FICF**
Urrutia Agency of Southeast Florida

KNIGHTS OF COLUMBUS

Financial Beacon



Fall 2020



In this issue:

- ✦ **Charity, unity, fraternity and patriotism**
- ✦ **Essentials to consider when insuring for long-term care**
- ✦ **Medicare parts A to D: what you need to know**
- ✦ **Living without a paycheck due to illness or injury**



A MESSAGE from your agent

Dear Brother Knight:

This year was unlike any the Knights of Columbus has ever faced. Never before have so many people had so many urgent needs. And never before have we done so much to help, guided by our principles of charity, unity, fraternity and patriotism.

As the coronavirus pandemic continues, our duty is to lead our families, protect our parishes, and serve our communities, remembering always that where there's a need, there's a Knight. Supreme Knight Carl A. Anderson has challenged Knights to take this moment as an opportunity to "deepen our commitment to the very principles which define us: charity, unity and fraternity."

Where you see opportunities to do more, you are encouraged to do so, always mindful of guidelines and suggested procedures from national and local health experts. Abide by social distancing, self-quarantine, and shelter-in-place orders, where applicable. Do not put yourself or others at risk of infection.

The Leave No Neighbor Behind program has been temporarily added as the ninth community category option in the Faith in Action model. Leave No Neighbor Behind will count as a Featured program for the 2020 - 2021 Fraternal year Columbian Award.

Fraternally yours,

Joe DeMarco

Essentials when insuring for long-term care

One of the most difficult estimates to make in retirement is the cost of health care. Long-term Care (LTC) insurance coverage can help insure the unknown.

You will probably need care

Nearly half of Americans over 65 years old utilize long-term care, with 40 percent requiring care from one to five years, and 13 percent needing care for more than five years.¹

Preserving your dignity and legacy

Health insurance, including Medicare, provide for very limited nursing care. Without LTC insurance, you are responsible for the cost of care beyond health insurance coverage. Even Medicaid only covers LTC when most other assets have been liquidated.²

Terms Explained

The activities of daily living (ADLs)

- Bathing • Caring for incontinence
- Dressing • Eating • Toileting
- Transferring

Benefit Period. Period benefits will be paid for care. Coverage may have a dollar amount limit as well.

Custodial Care. Assistance with housekeeping, meal preparation, transportation, all ADLs, and other non-medical tasks.

Elimination Period. Days insured must be qualified for care before benefits begin to be paid for insured's care.

Facility Only Care. Nursing home care in a licensed nursing home, long-term care or assisted living facility.

Home Health Care. Skilled nursing care and/or custodial care provided in the insured's home.

Return of Premium. The return of premiums paid for LTC coverage should the insured die before age 65, less any benefits paid prior to death.

Skilled Nursing Care. Medically directed care provided by trained personnel, either at home or in a licensed facility.

Waiver of Premium. Waiver of monthly premiums while the insured is benefit eligible.



Having LTC coverage with Knights of Columbus insurance allows you to maintain your dignity without depleting the legacy you hope to leave to heirs.

Stand-alone rather than hybrid

A hybrid tool may do two things but may not do either one very well.

With hybrid coverage (life insurance policies with a long-term care rider), "the benefit amount and period of an LTC life rider is usually dependent on the size of a life policy death benefit."³

Facility only or comprehensive coverage—you have the choice

With Knights of Columbus insurance you have the choice of

- facility only LTC coverage, or
- comprehensive LTC coverage, which reimburses expenses for facility care plus home health and custodial care at home, adult day-care and hospice care in a licensed facility. Many other benefits are included with our comprehensive coverage.

Choosing options right for you

Benefit Period.

Choose a 3-, 5-, or 10-year period.

Elimination Period.

Choose 30-, 90-, or 180-day period.*

Shared Care Benefit.

If both spouses maintain identical coverage, benefits may be pooled to benefit one of the insured.**

Inflation Rider.

Choose from a 3 or 5% rate of benefit increase, which compounds annually.

Your Knights of Columbus benefit

Contact me today to discuss the details of Knights of Columbus Long-Term Care insurance which allows you to customize your coverage at a premium you can afford. ♦

¹<https://www.moneytaskforce.com/money/long-term-care-statistics/>

²<https://www.nerdwallet.com/blog/insurance/long-term-care-insurance/>

³<https://www.fa-mag.com/news/hybrid-ltc-insurance-is-popular--but-be-careful-44536.html>

* 30-day elimination period not available to standard underwriting risk class.

** This option is not available with 10-year benefit period.

Medicare Parts A to D: What you need to know

Medicare Part A (which covers in-patient/hospital care) and Part B (which covers out-patient medical care) together are known as “Original Medicare”. There are rules, limits, co-insurance, and even premiums involved. Part C allows for alternative ways to receive Medicare services and Part D provides coverage for prescription drugs.¹

Who qualifies for Medicare?

You qualify for full Medicare benefits if:

- You are 65 years of age or older; *and*
- You are a U.S. citizen or a permanent legal resident who has lived in the United States for at least five years; *and*
- You are receiving Social Security or railroad retirement benefits or have worked long enough to be eligible for those benefits but are not yet collecting them; *or*
- You or your spouse is a government employee or retiree who has not paid into Social Security but has paid Medicare payroll taxes while working.²

Parts A and B: Original Medicare

Most beneficiaries choose to receive their Parts A and B benefits through Original Medicare, the traditional fee-for-service program offered directly through the federal government. It is sometimes called Traditional

Medicare or Fee-for-Service (FFS) Medicare. Under Original Medicare, the government pays directly for the health care services you receive. You can see any doctor and hospital that takes Medicare (and most do) anywhere in the country.

You are responsible for a monthly premium for Part B. Some also pay a premium for Part A. You typically pay a coinsurance for each service you receive.

There are limits on the amounts that doctors and hospitals can charge for your care.²

Part C: Medicare Advantage Plans

Medicare Advantage Plans, sometimes called Part C or MA Plans, are an all-in-one alternative to Original Medicare. They are offered by private companies approved by Medicare. If you join a Medicare Advantage Plan, you still have Medicare. These bundled plans include Medicare Part A and B, and usually Medicare prescription drug (Part D).^{3*}

Medicare Advantage Plans may offer more flexibility and expanded services beyond Original Medicare, but may also require the use of a network of providers, among other terms.

Part D: Prescription Drug Plans

Each plan that offers prescription drug coverage through Medicare Part D must



give at least a standard level of coverage set by Medicare.⁴

Any plan which provides prescription drug coverage will have a list of covered medications (formulary) organized in price tiers.

Plans that meet certain requirements also can immediately remove brand name drugs from their formularies and replace them with new generic drugs.⁴ ♦

¹<https://www.aarp.org/health/medicare-insurance/info-04-2011/medicare-eligibility.html>

²<https://www.medicareinteractive.org/get-answers/medicare-basics/medicare-coverage-overview/original-medicare>

³<https://www.medicare.gov/sign-up-change-plans/types-of-medicare-health-plans/medicare-advantage-plans/how-do-medicare-advantage-plans-work>

⁴<https://www.medicare.gov/drug-coverage-part-d/what-medicare-part-d-drug-plans-cover>

* With a Medicare Advantage plan, you likely will still have a Part B premium, and in some cases, a Part A premium.

This material has been prepared for informational purposes only, and is not intended to provide, and should not be relied on for tax, legal or accounting advice. You should consult with your own qualified tax, legal and accounting advisors before engaging in any transaction.

YOUR AGENT



In Service to Fellow Knights

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Family benefits & services

Knights of Columbus consistently ranks at the top of the industry in financial stability and ethics. Please call to discuss these services:

- Financial needs analysis
- Life insurance
- Tax deferred fixed-rate annuities
- Long-term care insurance
- Disability income insurance
- Retirement account rollovers
- Estate preservation
- Scholarships
- Family fraternal benefits

Contact me today for information on long-term care insurance



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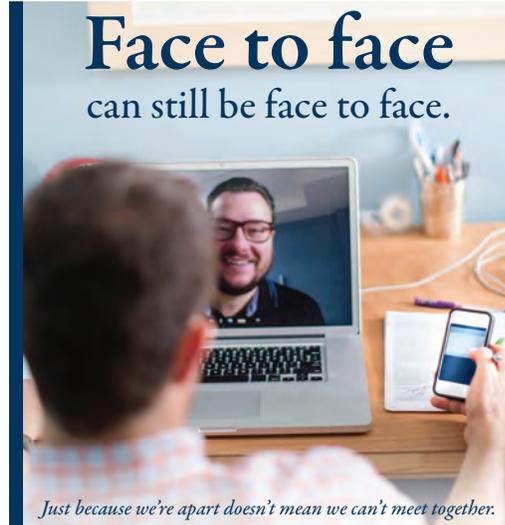


The document your family will be glad you left behind

In one place, you can assemble all the information your family would need to take care of basic financial matters in your absence. Your complimentary Knights of Columbus Personal Planning Workbook helps you compile details about key contacts (attorneys, insurance agents, etc.), financial accounts, bills, passwords, the location of important documents, and more.



Contact me today for your complimentary Workbook.



Contact me today for information on long-term care insurance

Armor for living without a paycheck due to injury or illness

In light of the restrictions we have lived through in 2020 due to COVID-19, many have experienced the complications that can arise when income is interrupted. Disability Income (DI) insurance through Knights of Columbus can help bridge income gaps in the event of illness or injury.

What disability means

Total disability means you are unable to perform all of the material and substantial duties of your regular occupation.

Partial disability means you are unable to perform all of the material and substantial duties of your job 50% or more of the time, or unable to perform one or more these duties.

Presumptive disability refers to the loss of one or more of the following:

- sight in both eyes
- hearing in both ears
- power of speech

- use of both hands or feet
- use of one hand and one foot

What DI coverage provides

If you find yourself unable to work due to injury or illness, and after the elimination period has passed, your monthly benefit will be paid for the chosen benefit period, unless you are able to return to work sooner.

While you are receiving benefits your premiums are waived, and if you are disabled for 90 days or more premiums paid during this period will be refunded.

You may also voluntarily participate in approved rehabilitation and retraining to be able to return to work. This may include job modification, adaptive equipment, training and education.

The choices you will make

When we design your policy, you will choose the following:



Elimination period. The number of days of disability before benefits begin to accrue, either 30 (except California), 90, or 180 days.

Benefit period. The maximum period benefits are payable, after the elimination period, either 2 or 5 years, or to age 67.

Riders. There are a number of riders available that may be right for you.

Contact me today to learn more and discuss your options to add Disability Income insurance to your financial plan. ♦