

A Presentation Brought to you by:

**FuneralTrusts.com** - The Irrevocable Funeral Trust Specialists

# Irrevocable Funeral Trusts & You...

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**Peace of Mind for You  
& Your Loved Ones**

Simple... Safe... Secure

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## Concerns Facing Seniors Today

1. Loved Ones Passing Away
2. Outliving Your Money
3. High Cost for Nursing Home Care
4. Failing Health & Losing One's Independence
5. Will There Be Enough Money Available To Pay For My Final Expenses?



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## Why should I plan for my final expenses now?

- ❖ Relieve your loved ones from making difficult decisions during a stressful time of personal loss and grief
- ❖ Your services will be conducted according to your wishes
- ❖ Eliminates any family struggles over 'what you would want'
- ❖ Protecting your funds for final expenses has become essential



**“Advanced funeral planning gives you the piece of mind that comes with knowing your funeral arrangements are taken care of while lessening the burden on your survivors.”**

**-American Assoc. of Retired Persons (AARP)**

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# How Does the Deficit Reduction Act of 2005 Affect My Ability to Give Away My Assets?

- ❖ Any assets “gifted” away are subject to being a “countable asset” in determining Medicaid eligibility\* if made less than 5 years ago
- ❖ The “Look Back” rule has been extended from 36 months to 60 months
- ❖ Any paid-up life insurance policy must be redeemed and used to pay for your expenses before you can qualify for Medicaid
- ❖ One of the best legal ways to preserve assets (money) to pay for your final expenses is by placing up to \$12,500 into an Irrevocable Funeral Trust

\*Consult an Elder Law Attorney for specific rules for your state. Medicaid Eligibility varies from state to state.

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# What is an Irrevocable Funeral Trust? (IFT)



- ❖ A legal method to preserve up to \$12,500 of your assets to pay for your final expenses
- ❖ An IFT is protected from nursing homes, long-term care facility or creditors of any kind
- ❖ It is 100% exempt from the Medicaid\* “spend down” rules
- ❖ Your money will ALWAYS be there to pay for your final expenses

**\*Consult an Elder Law Attorney for specific rules for your state. Medicaid Eligibility varies from state to state.**

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# Why is an IFT a Better Choice than Pre-Paid Funeral Expenses in a Funeral Home?



- ❖ **Safety & Security** – you can be 100% certain that all the monies placed into your IFT will be available when needed to pay for your final expenses
- ❖ **Portability** – you are not obligated to use a specific funeral home to provide for your final ceremonies (snowbirds take notice)
- ❖ **Flexibility** – you are not obligated to spend all of a pre-set amount for your final expenses. Any excess will go back to your estate.
- ❖ **Instant Availability** – in the event that your assets are tied up in non-liquid investments, monies will be available for your final expenses



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## Compare the IFT to other investments

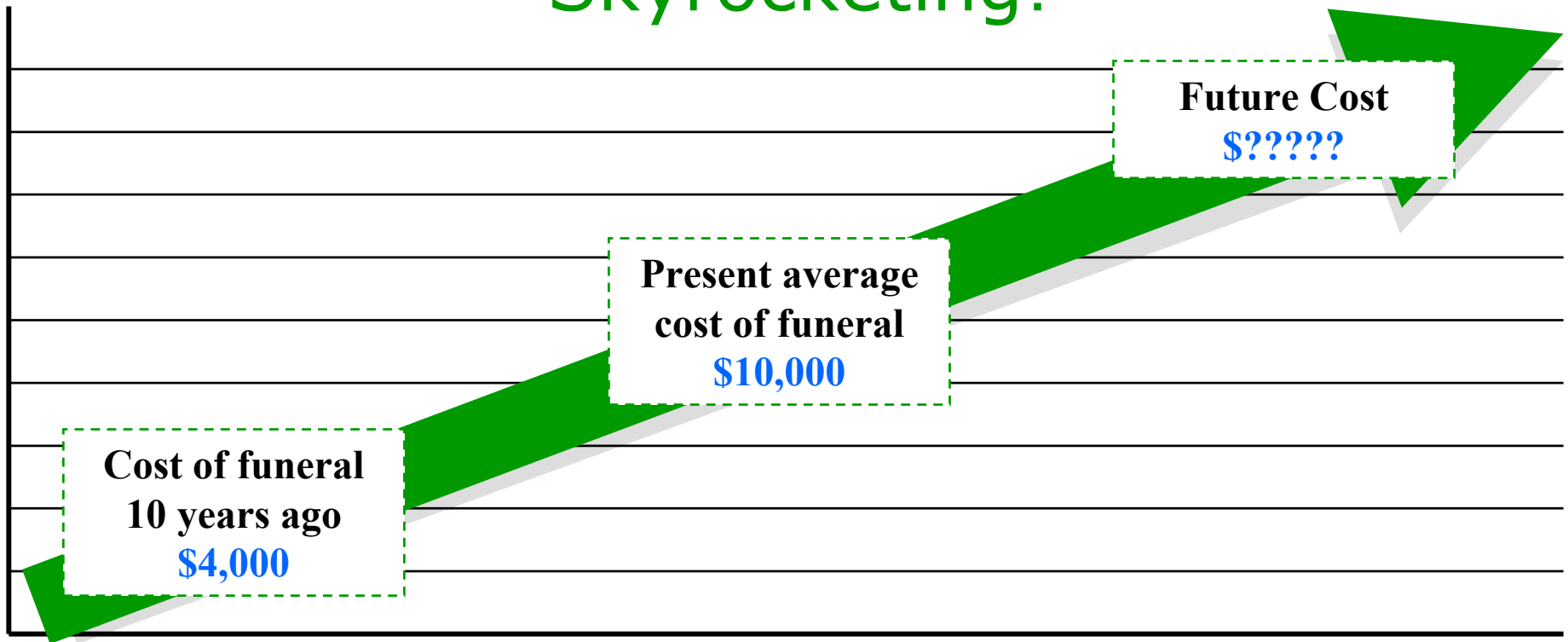
	Protected from lawsuits	Protected from Creditors	Protected from Current Taxes	Protected from Medicaid Spend Down	Protected from Probate	Portable to any Funeral Home	Protected from Forced Assignment
<b>Irrevocable Funeral Trusts</b>	<b>YES</b>	<b>YES</b>	<b>YES</b>	<b>YES*</b>	<b>YES</b>	<b>YES</b>	<b>YES*</b>
<b>Savings Bonds</b>	Yes	Yes	Yes	<b>No</b>	Yes	Yes	Yes
<b>Savings / CD</b>	<b>No</b>	<b>No</b>	<b>No</b>	<b>No</b>	<b>No</b>	Yes	<b>No</b>
<b>Traditional Annuities</b>	MAYBE (State Defined)	MAYBE (State Defined)	Yes	<b>No</b>	Yes	Yes	<b>No</b>
<b>Traditional Whole Life</b>	MAYBE (State Defined)	MAYBE (State Defined)	Yes	<b>No</b> , unless irrevocable	Yes	Yes	<b>No</b>
<b>Pre-Need Funeral Home Bank Trusts</b>	Yes	Yes	<b>No</b>	Yes	Yes	<b>No</b>	<b>No</b>

\*Consult An Elder Law Attorney For Specific Medicaid Rules In Your State

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# Today, Funeral Expenses are Skyrocketing!



**If you spend-down your life savings to \$2,000.00 to become Eligible for Medicaid...there are no funds remaining to pay For funeral expenses...an Irrevocable Funeral Trust becomes a must!**

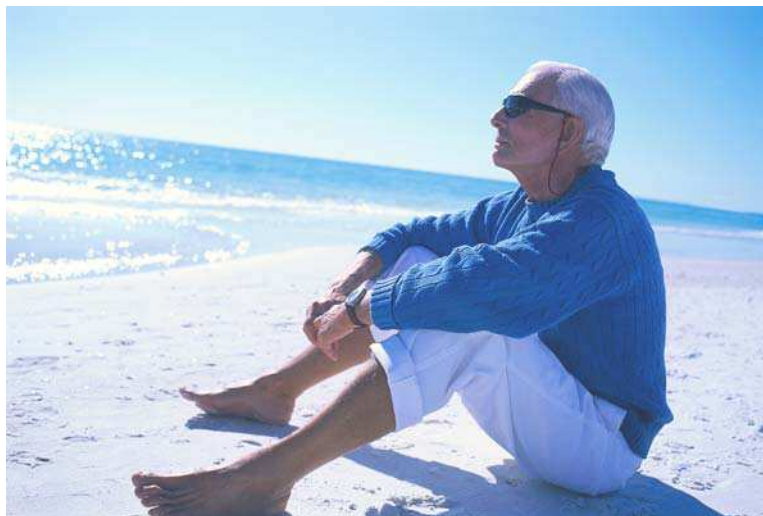


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## What If I Am Living In A Nursing Home?

- ❖ Nursing home costs range from \$3,000 to \$8,000 per month – or more
- ❖ Only after you spend all but \$2,000 of your assets will Medicaid begin to pay for your nursing home expenses
- ❖ Stay-at-home spouse is allowed to keep one car, one house, one wedding ring, a reduced amount of liquid assets, and an IFT – other assets must be spent-down



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## How an IFT protects your assets

- ❖ Single-pay premium of up to \$12,500\*
- ❖ 100% protection from Medicaid\* spend-down – your funds are totally safe and secure
- ❖ The trust is administered by an officer/trustee of the insurance company
- ❖ The funeral home is paid first then...
- ❖ Any remaining money is returned to the estate of the insured/deceased
- ❖ 2% inflation protection @ simple interest annually

**The #1 reason people purchase an Irrevocable Funeral Trust...**

**Peace Of Mind**

**\*Consult an Elder Law Attorney for specific rules for your state. Medicaid Eligibility varies from state to state.**

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## What expenses does an IFT cover?

- Basic Services of Funeral
- Director & Staff
- Other Professional Services
- Embalming
- Care of Deceased
- Dressing / Cosmetology
- Casketing
- Funeral Home Facilities and/or Staff Services
- Memorial Service
- A permanent monument in the cemetery
- Clergy Honorarium
- Death Certificates
- Musicians
- Temporary Marker
- Stationery Package
- Obituary Notices
- Flowers
- Clothing
- Viewing/Visitation
- Funeral Service
- Graveside Service
- Casket
- Cremation
- Outer Burial Container
- Transportation Equipment & Driver
- Transfer of Deceased
- Funeral Vehicle/Hearse
- Car/Limousine
- Utility/Service Vehicle
- Cemetery Charges
- A repast once the services are concluded

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## How Simple is it to Establish an IFT?

- ❖ Decide how much money you want to preserve
  - ❖ Complete and sign the simple one page application  
(I will assist you in any way you would like)
  - ❖ Complete and sign the directive to establish the IFT  
(I will assist you in any way you would like)
  - ❖ Make out a check payable to National Guardian Life for the amount you choose to preserve
  - ❖ I will sign the application and give you a copy and mail your check and applications to NGL
  - ❖ I will deliver the trust document to you when it is issued
- 
- There is no medical exam required
  - There are no underwriting questions or phone calls

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## This Concludes My Presentation

- ❖ I hope that you found it informative and beneficial
- ❖ I will be happy to answer any questions, or supply you with any additional information
- ❖ Please Contact me at:
  - **E. L. Attorney**
  - **1234 Main Street**
  - **Anytown, US 10101**

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### **DISCLAIMER**

- ❖ **MEDICAID RULES VARY FROM STATE TO STATE. ELIGIBILITY RULES PERTAINING TO THE IRREVOCABLE FUNERAL TRUST AND FINAL EXPENSE PLANS CAN VARY.**
- ❖ **MEDICAID RULES CAN CHANGE WITHOUT NOTICE.**
- ❖ **This presentation is for illustrative purposes only and is not intended to convey specific rules on Medicaid or any other Government Program.**
- ❖ **Prior to presenting this presentation to a client, it is recommended that the agent knows the rules pertaining the irrevocable funeral trust by consulting an elder law attorney in their state. Specific rules vary from state to state.**
- ❖ **It is also recommended that the client consult an elder law attorney.**
- ❖ **The Irrevocable Funeral Trust with the Final Expense Insurance plan is not meant to shelter additional assets. It is specifically meant to provide for funeral expenses only. If there are excess funds remaining once the funeral home is paid, (at the time of death), the beneficiary must be the "Estate of the Insured" for ESTATE RECOVERY PURPOSES (If the insured was on Medicaid or SSI).**
- ❖ **Agents marketing the funeral trust should never advise a client that the funeral trust is a method of sheltering additional assets. It is only meant to cover the costs of the actual funeral.**