



Collier Legacy Planning llc

Raymond Loth  
Licensed Insurance Professional  
2380 State Road 44, Suite E  
Oshkosh, WI 54904  
920-233-0033



# Legacy Planner

Retirement • Income • Medicare

Summer 2019

- 1 What Is Home Care?
- 3 Case Study  
*Ask the Professional*
- 4 Eight Surprising Reasons  
Why You Can't Sleep

Photo: Raymond Loth

## Eight Surprising Reasons Why You Can't Sleep

Sleep is precious. Unfortunately, most adults don't get enough of it. If you have difficulties falling asleep, see if one of these factors is interfering with your sleep.—*Julie Davids*

**Blue-Light Insomnia.** Turn off all electronic devices at least one hour before bed. These devices emit a "blue light" that suppresses melatonin, which is a sleep-inducing hormone.

**Anxiety Insomnia.** If your mind starts spinning with worry as soon as you get in bed, keep a pad of paper on your night stand to write down your thoughts.

**Prescription Insomnia.** Certain medications like diuretics and antidepressants can contribute to poor sleep.

**Nap Insomnia.** Make sure your nap is no more than twenty minutes. It may be harder to fall asleep at night.

**Alcohol-Induced Insomnia.** A glass of wine may help you unwind, but research shows that your sleep quality will decrease. Your sleep will be lighter and more fragmented. Limit your intake and don't drink up to three hours before bedtime.

**Caffeine Insomnia.** Coffee, chocolate, iced tea and soda have caffeine. If you have trouble going to sleep, try to eliminate caffeine after lunch.



Photo: David Whelan, Wikimedia Commons

**Bed-Confusion Insomnia.** Don't do activities, such as watching TV, doing cross-word puzzles or even reading in bed. Your brain associates these activities with being awake, which can affect your ability to drift off to sleep.

**Menopausal Insomnia**

Decreased estrogen can cause hot flashes. Use sheets and pajamas that wick moisture.

## What is Home Care?

By Julie Davids, owner of Home Care Assistance – Fox Cities

There are currently over 70 million family caregivers who provide in-home care for a loved one and millions more searching for care solutions. By the year 2050, there will be over one million centenarians — individuals over the age of 100 — living in the United States and Canada!

With increase in life expectancy and decline in acute medical conditions, combined with a growing preference among seniors to maintain independence and quality of life by living at home, means that home care is becoming a significant component of the aging paradigm. In fact, 9 out of 10 older adults have expressed a strong preference to "age in place" or stay in their own homes.

### So what is Home Care?

In its simplest terms, home care means assistance with activities of daily living and household tasks. Ideally, home care also provides meaningful companionship for older adults and peace of mind for their families.

Home care can refer to two different types of care:

**1. Non-Medical Home Care:** Trained caregivers provide support with basic activities and functions and instrumental

activities, called activities of daily living and instrumental activities of daily living.

**2. Medical Home Health Care:** Licensed medical professionals provide health services such as wound care and injections.

Home care as it is used today typically refers to non-medical services that help a senior live and thrive at home. These services include, but are not limited to, meal preparation, medication reminders, companionship, bathing assistance, toileting, transportation, dementia care, transferring and more.

Home care can be provided part time or around-the-clock. While home care is primarily provided in a residential home, caregivers can also help seniors in assisted living facilities, in hospitals, on vacation, or in a variety of other settings.

Most reputable home care agencies will work with you and your loved one by conducting a free client assessment. After completing the assessment and defining the plan of care, the agency will select the appropriate caregiver or caregivers.

Often times, family members are not sure when to bring in a caregiver. While non-medical caregivers very frequently are called in to provide support and companionship for aging individuals who are able to complete all of the ADLs and IADLs independently, there are a number of situations in

"What Is Home Care?" continues on the next page.

What is Home Care?" continued...

which hiring a non-medical caregiver is necessary to ensure the safety and wellness of a senior. The checklist below is a useful tool that highlights one of the areas that indicate a loved one may need additional support at home.

### IS YOUR LOVED ONE OKAY AT HOME ALONE: CHECKLIST

(Checking any one of the items below can be an indicator that your loved one needs additional help or support in the home.)

- **Messy Home.** One of the telltale signs that an aging individual needs additional support is an unkempt home or living environment. This can include clutter, odors, piled up garbage, loads of undone or unfolded laundry or stacks of dirty dishes.
- **Poor Hygiene.** A lack of attention to appearance can be an indicator of declining attention and memory. Signs to look for are disheveled hair, unwashed clothing, body odor and clothing that is unsuitable for the weather.
- **Driving Problems.** While many seniors are extremely reluctant to give up driving privileges, frequent tickets, accidents or scratches on the vehicle are signs that a senior may no longer be safe to drive.
- **Dramatic Weight Loss or Gain.** A noticeable change in weight (typically, a fluctuation of 10% or more in body weight) can be an indicator that (a) a senior is losing interest in meals or meal preparation, or is making poor nutrition choices and eating only low-quality foods that are readily on hand, or (b) a senior is depressed.
- **Isolation.** Seniors may start to notice that once familiar tasks are becoming more and more difficult or confusing. Common reactions to this feeling are to withdraw from loved ones and the community and to limit activities outside of the home.

### Benefits of Home Care

Home care has many benefits compared to the two most common approaches to senior care—residential facilities and family caregiving. While caring for a loved one can be rewarding, it is often extremely challenging for the untrained family caregiver. There maybe several reputable nursing and assisted living facilities in your community but given the ratio of staff to residents, each senior generally has access to 1/10th of a caregiver compared to the one-to-one care offered by a caregiver at home.

Home care...

- ... is delivered at home.
- ... keeps families together.
- ... helps the elderly maintain their independence.
- ... prevents or postpones institutionalization.
- ... promotes healing.
- ... represents the best tradition in American health care.
- ... is safer.
- ... encourages freedom for the individual.
- ... is personalized care.

- ... involves the individual and the family in the care that is delivered.
- ... reduces stress.
- ... is the most effective form of health care.
- ... is given by special people.
- ... is the only way to reach some people.
- ... extends life.
- ... improves the quality of life.
- ... is the most efficient form of health care.
- ... is less expensive than other forms of care.
- ... is becoming a preferred mode of health care delivery as technology advances.
- ... is the preferred form of health care for the infirm and disabled.

### How do I hire a Home Care Service?

Finding the right home care service can certainly seem like a daunting task, but knowing what questions to ask when hiring an agency can make the process run more smoothly. This is your opportunity to get to know the agency so feel free to voice any concerns and ask any questions you may have—a top agency should be accustomed to answering these questions and be committed to ensuring that you are comfortable. The main areas about which you will want to inquire are (1) How the agency screens, hires, and trains their caregivers, (2) What the agency's procedures are for scheduling and staffing caregivers, (3) What legal responsibilities the agency covers, (4) What differentiates this agency from all the others.

*Julie Davids, PHR, MOB is the Owner of Home Care Assistance – Fox Cities. Julie is an active volunteer member of the Alzheimer's Association and Oshkosh Memory Cafes. Julie is a Certified Dementia Generalist Community Trainer who enjoys teaching Brain Fitness throughout Oshkosh, Appleton and the Fox Valley. Over the past three years, Julie and her team have built a reputation for bringing a higher standard of care to seniors in their community.*



Helping Seniors Live Well at Home

**get more Moolah!**

Earn **3.65%** apy with a GBU\* Preferred 8 Tax-deferred Annuity. **Guaranteed first year rate.** Current RENEWAL RATE for years 2-8 is **4.0%**!

2% Minimum Guarantee. \$10,000 Minimum deposit. Call today as rates may change at any time.

\*PSS! It's almost like having a cash cow

\* GBU Financial Life is a 126 year old fraternal benefit society domiciled in PA.

*"Recency bias can lull us into false sense of security... Things go up and up and up, and we start thinking that it has to always go up... Older investors may want to move that money into assets that are even less risky, like cash and annuities."*

—Fortune.com//March 01.17

## Case Study

### Indexed Annuities

"Mrs. J." came to us about 8 years ago seeking some safe options for a portion of her savings. **She, like many people, was averse to putting her savings at risk in the market.** However, she was open to consider some safe alternatives to CDs that we could present her.

We explained to her that a fixed annuity will typically guarantee a higher yield than CDs and that the principal is still protected. We then explained the additional advantages of a fixed indexed annuity (FIA) where her dollars have greater opportunity for growth relative to the S&P. We assured her that her **account value continues to be 100% protected even if the S&P goes down for the year.** She really liked the fact that all her earnings would then likewise be protected on her anniversary and could not be lost regardless of the market conditions in the future. We then assured her that **this account has ZERO annual fees.**

"Mrs J." felt like this was very much in harmony with her objective of keeping her money protected from risk of loss while still having opportunity for good growth. She liked the fact that **she could withdraw up to 10% of her contract value each year** after the first without penalty, including her RMDs (Required Minimum Distributions).

She decided to transfer her account value of \$120,567 to the new account. How has this worked for her? Over the 8 years she has withdrawn a total of \$64,610. Despite this her account value still stands at \$114,055. Best of all our client continues to have peace of mind, knowing that her money is (1) safe (2) growing and (3) supplementing her income. —Raymond Loth

*"You are so great in always getting back to me. Like I told you day one, customer service is number one for me and you exceed that every time and that means so much to me!"*

—Omro Client

Photo: Corey Coyle, Wikimedia Commons

Wisconsin Hwy. 80

## Ask the Professional...

*How can I keep track of my accounts?*

This is a very common problem that I often encounter. Clients understandably have a hard time keeping track of their finances, **sometimes even forgetting about accounts** that they have set up elsewhere, years in the past. This only becomes harder as time goes on, and particularly so, when a spouse dies.

**My suggestion is to consider consolidating accounts** into fewer locations that you feel confident in and understand. I often see families with multiple, rather small, accounts that in my mind only amount to financial and mental clutter! Such a review may also better position the funds for growth and/or safety. Consolidation of IRA accounts also makes the taking and keeping track of RMDs (required minimum distributions at age 70.5) easier. Of course you cannot mix certain funds, for example, IRAs cannot be mixed with non-IRAs, etc.

One thing that our clients appreciate is that **we create our own statement for you that gives you an overview** of all your accounts through our office. This does not replace your actual company statement but many clients really find this helps them keep track of multiple accounts—all on one page!

Some may wonder if having too many accounts with me is a good idea or not, kind of the too many eggs in one basket concern. This is a valid concern in certain respects, however one thing to note is that **neither Ray Loth or my office, Collier Legacy Planning, takes possession of any of your money.** It is held with the respective companies that we represent. Often we open accounts for clients with more than one company—therefore your eggs are in different baskets (companies)... through me!

In conclusion, it is **our objective at CLP to do what we can to help you,** both now and in the years to come, to maintain and keep track of your many, or few, accounts! —Raymond Loth

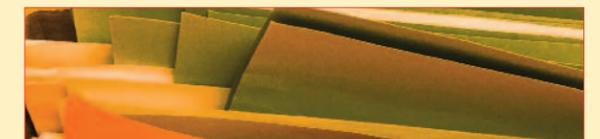


Photo: Tony Webster, Wikimedia Commons