

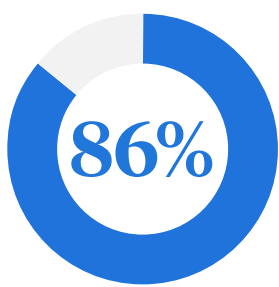
Long-term care is a family affair



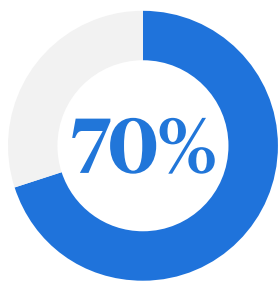
Our ninth annual Nationwide Retirement Institute® Long-Term Care survey found it's common within families to find understanding and agreement about the importance of planning for long-term care (LTC). There's widespread interest across generations in aging in place at home and supporting family members in need of care.

Financial professionals have important roles as well in helping families with LTC planning in a way that meets their wishes and fits their finances.

When LTC is needed...



86% of adults feel it's more important than ever to stay in their home for LTC



Most people want the option of relying on family members if they need LTC

However, the same percentage would not expect family members to provide LTC if they weren't able to compensate them



When LTC is provided...



Half of adults surveyed expect to be a caregiver at some point in their lives



Two in ten provide care now

and four in ten have done so in the past

Many caregivers pay significant LTC expenses out of their own pockets and spend as much time as a part-time job providing LTC.

31.4

hours average per week

\$692

average out-of-pocket per month

Despite the time and financial cost, most caregivers (75%) said they chose their role, rather than having no choice.

The opportunity to provide LTC support

Just under half of adults (45%) have not had a LTC conversation with anyone. But among those who have, those conversations are likely to take place with family members:

29% have talked to a spouse about LTC

21% have talked to one or more of their children

Among options for paying LTC costs for themselves, many people rank LTC insurance lower in consideration than other options, even with limitations and lack of choice:

How do you expect to pay LTC costs for yourself?

43% Medicaid

39% Savings Withdrawals

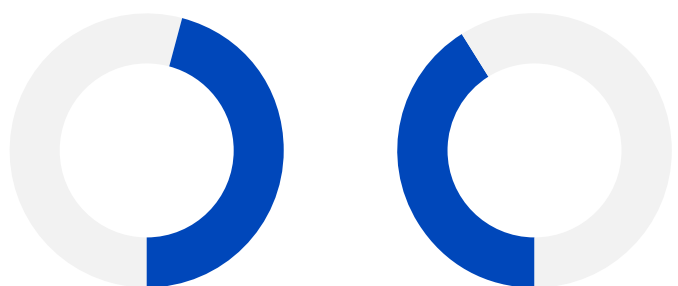
30% LTC Insurance Policy

8%

Fewer than one in ten adults have spoken with a financial professional about LTC, despite the impact that LTC could have on their financial future:

36%

However, over one-third of adults plan to discuss LTC with a financial professional in the future.



That includes **46%** of Gen Xers and **41%** of Millennials.



As a financial professional, you're in a unique position to help clients and their families discuss and plan for long-term care needs. Simplified resources from Nationwide can make those planning conversations more effective for you and your clients.



Find helpful resources on client aging and legacy planning, including LTC, at nationwidefinancial.com/LTCresources



Discover more insights from our latest LTC survey at nationwide.com/LTCsurvey



Methodology: The 2021 Nationwide Retirement Institute Long-term Care survey was conducted online within the United States between adults aged 24 and over by The Harris Poll on behalf of The Nationwide Retirement Institute. The survey also included adults 24+ who are or have been caregivers. Caregivers are defined as those who have ever or are now providing paid or unpaid long-term care to a friend or family member, not through an agency, business, or non-governmental organization. Those who care(d) only for a child under 18 or a child over 18 born with a disability did not qualify as a caregiver for this survey. Respondents for these surveys were selected from among those who have agreed to participate in our surveys. Because the sample is based on those who agreed to participate in the online panel, no estimates of theoretical sampling error can be calculated. Data are weighted where necessary by age by gender, race/ethnicity, region, education, income, marital status, household size, and propensity to be online to bring them in line with their actual proportions in the population.

This material is not a recommendation to buy or sell a financial product or to adopt an investment strategy. Investors should discuss their specific situation with their financial professional.

The information provided is based on current laws, which are subject to change at any time, and has not been endorsed by any government agency.

Nationwide Investment Services Corporation (NISC), member FINRA, Columbus, OH. Nationwide Retirement Institute is a division of NISC.

Nationwide, the Nationwide N and Eagle, Nationwide is on your side and Nationwide Retirement Institute are service marks of Nationwide Mutual Insurance Company © Nationwide 2021

NFM-21400AO (11/21)