

PRESCOTT HEALTH & LIFE NEWS



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HEALTH • LIFE • LONG-TERM CARE • GROUP BENEFITS • DENTAL
MEDICARE • DISABILITY • CRITICAL ILLNESS • TRAVEL

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HEALTH AND LIFE INSURANCE

Where Are We Now?

With all of the presidential campaign rhetoric in 2008 about health care reform, there was hope that we might have something in place by now such as a tax break for buying **health insurance**. We certainly could have used it in light of so many people struggling with paying bills in this recession. Unfortunately, we are still hoping. The latest word is that the politicians are first now "debating" what they want to do about health care. I will update you in our next newsletter of any developments.

As to **life insurance**, it has become more important now than ever because the assets that you might have considered using in the past to self-insure have been cut in half by declines in the

stock and housing markets. For example, if you thought you needed \$100,000 less in life insurance because your surviving family members could live off of your retirement savings of \$100,000 when you die, they will now have just \$50,000 to live on. The good news is that life insurance has become more competitively priced in recent years and is a very inexpensive way to protect your loved ones, especially in light of stock market and housing value declines. For example, a \$100,000 ten-year term life plan can be purchased for as little as \$8.00 per month by a healthy 35 year old dad and just \$16.00 per month for a 50 year old. Consider re-evaluating your insurance.

LONG TERM CARE INSURANCE

Can You Afford Not to Have Long Term Care Insurance?

Long term care refers to the many services beyond medical care and skilled nursing care needed by people who have disabilities or chronic illnesses. Long term care also includes helping people who, due to age, can no longer perform activities of daily living such as bathing, dressing, eating or moving about their house. Long term care insurance pays for the services that help with these needs such as paying for a home health care aid to come to your home or paying for you to live in an assisted living facility.

For baby boomers especially, long term care has the potential to devastate their asset base. The average annual cost nationally for nursing home care is about \$68,000. A ten-hour shift for a home health care aid costs \$190. These costs are expected to triple in the next 20 years. This means that a 50 year old today can expect to spend at least \$204,000 per year if he or she requires nursing home care at age 80.

When people think of insurance as part of their asset protection strategy, they tend to think about insurance for things such as their home or car. They do not think about long term care even though the likelihood of loss is higher, the cost of loss is greater but the solution is no more expensive. For example, the risk of your home being destroyed is about 1 in 1,200. *(Continued on page three)*

GREETINGS FROM JEFF

Greetings to all of our faithful clients and those hopefully to be. Spring is here and summer is on its way in beautiful Prescott. My eleven year old son convinced me to buy a bass boat recently so expect a fishing story in upcoming issues of our newsletter. By the way, what ever happened to spring rains?



Okay, here is the first fishing story. We have been out twice, both to Arizona desert lakes in April. On the first trip to Lake Pleasant the temperature was 50 degrees and it rained all day. We were very cold. On the second trip to Roosevelt Lake, the temperature was 90 degrees and sunny. We were quite hot. Now I know why so many people live in Southern California. I guess we will just have to be tougher.

Like most of you, the poor economy has been weighing on my mind, and it does not look much like the government's focus on corporate bail outs, economic stimulus and pirates will help us much in little old Prescott. The good news is that we are blessed to live in a beautiful area of the world.

I hope you enjoy our Spring Newsletter. This newsletter is our way of helping you get to know us better. Our goal is to make sure that you know about the risks that can seriously affect you financially and what insurance we provide to reduce that risk. We also take pride in our ability to help you with claims problems and billing issues. Be sure to give us a call if we can help you. If you like what we have done for you, please don't keep us a secret! Most of our clientele comes from your referrals. Thankyou.

Long Term Care Insurance (Continued from page 2)

The average loss on a home is about \$300,000. The risk of your car being destroyed is about 1 in 240 with a loss of about \$20,000. Compare this to long term care where the risk to someone age 65 or older is about 1 in 2 and the potential loss is \$500,000. This is why

the experts consistently agree that you cannot afford to not have long term care insurance. When should you buy long term care insurance? Consider a 30 year old who purchases a policy instead of waiting until age 50. He could purchase a \$100 daily benefit for \$440 per year. If he waited to age 50 to purchase, he would

have to have a \$250 daily benefit because of inflation. His policy would then cost \$1,682. The cost of coverage to age 80 would be \$22,000 for the 30 year old and \$50,460 for the 50 year old. Further, the 50 year old was at risk while not having coverage for 20 years. Therefore, the sooner you buy the better.

HEALTH TIPS

An Apple a Day Will Keep Ten Pounds Away

Remember the old saying that an apple a day will keep the doctor away? There is some truth to this saying in that apples are indeed a healthy food containing vitamin C which aides the immune system and phenols that reduce cholesterol. Apples also reduce tooth decay by cleaning one's teeth and killing off bacteria. Although it is doubtful that eating an apple a day ever truly guaranteed that people would never get sick, apples probably did have noticeable health benefits in the old days such as preventing scurvy in sailors stuck on ships for months on the high seas.

Although few Americans suffer from scurvy today (teenage pirate attacks maybe), Americans do tend to be overweight and have high cholesterol which can lead to diabetes and heart disease. When we get hungry, we grab a bag of greasy chips or cookies instead of a piece of fruit. When we get thirsty, we drink juice or soda instead of water. These things add up over time, including depriving our bodies of healthy fuel and, instead, causing us to store up fat around our waists. The fact is it takes just 100 extra calories a day to add ten pounds to your weight in one year. The good news is that it also takes just 100 fewer calories a day to lose ten

pounds in a year. So what do apples have to do with all of this? An apple is not only nutritious but it just so happens to have about 100 calories. The moral of this story is that you can find many healthy foods like an apple that have just 100 calories and eat them instead of unhealthy foods that contain twice the calories. Here are some helpful ideas:

Have two pieces of whole grain toast instead of a bagel or donut. Use a can of tuna packed in water instead of oil (175 vs. 275 calories). Use fat free mayonnaise instead of regular. Cut your pasta serving to one cup instead of 1 ½ cups (280 vs. 420 calories). Choose a medium sized baked potato instead of a large one (160 vs. 278 calories). Use a light vinaigrette salad dressing instead of a regular creamy dressing. Snack on a small handful of cashews-18 nuts instead of a large handful-30 nuts (163 vs. 273 calories). Order a regular cheese burger instead of a quarter pounder. Go for a 12-oz child size soda instead of a 21-oz medium (100 vs. 210 calories). By the way, for those of you who are economically minded, forget about the fact that it costs less per ounce if you buy a large soda instead of a small one. Your health is more important than *(Continued on page 4)*

An Apple a Day Will Keep Ten Pounds Away

(continued from page 3)

saving 15 cents. Order thin crust pizza with vegetable toppings instead of regular or thick crust with meat toppings. Use skim milk instead of whole milk or 2% milk (80 vs. 150/120 calories). When you get thirsty, drink a bottle of water instead of a glass of juice (0 vs. 110 calories).

If you cannot think of some good snacks to have instead of chips, cookies or candy, try some of these healthy 100 calorie snacks: Half an apple with a tablespoon of peanut butter. Raw veggies with a ¼ cup of fat free ranch dressing. One quarter cup water packed tuna with three whole wheat crackers. One hard boiled egg with a 6-oz can of vegetable juice. One small orange with a few roasted nuts. One cup of vegetable beef or

chicken noodle soup. Two slices of fat free turkey breast with three whole wheat crackers. One rice cake with a ¼ cup low fat cottage cheese. Half a cup of unsweetened applesauce with 1 string cheese. Fifteen seedless grapes with 7 almonds. One thin slice of honey ham with ½ a wedge of honeydew melon.

Each day before you decide what to eat, think about an apple as the model of a healthy, nutritious 100 calorie food. Then plan snacks in advance along with how you will cut 100 calories out of your old diet that day. By the end of the year, you will feel better, have more energy and be 10 pounds lighter. An apple a day really will keep 10 pounds away, not to mention scurvy. Keep watching out for those pirates though!

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