

THE HIGH COST OF WAITING



why sooner
is better
when it comes
to retirement
planning.



“Life is what happens to you while you’re busy making other plans”

—JOHN LENNON



69%

OF RESIDENTS REPORTED THAT MOVING TO A LIFE PLAN COMMUNITY “SOMEWHAT OR GREATLY IMPROVED” THEIR SOCIAL WELLNESS.*

* Year-One Findings from the Age Well Study by Mather LifeWays Institute on Aging and Northwestern University.

THIS IS WHERE I BELONG. THE HOUSE IS PAID FOR.

I VALUE MY INDEPENDENCE. I CAN TAKE CARE OF MYSELF.

WHY WOULD I SPEND MONEY TO MOVE WHEN I DON'T HAVE TO?

there's always a good reason to prolong a decision.

When faced with a major decision such as whether to move from the home where we have made a life, most of us can think of many excellent reasons to delay that decision indefinitely. And why not? The known is always more comfortable than the unknown, and it's always easier to stay the course than to change direction.

The reality, however, is that the best time to make a plan is before we need one. In delaying a life choice, we are almost always deferring that choice to someone else—a spouse, a son or daughter, a doctor or a lawyer. Because change is an inevitable part of life. And ultimately, no one in our lives is better qualified to help us face the future than we are.

behind every good reason is a valid emotion.

Facing the unknown can be frightening. And in a state of uncertainty, it's easy to assume the worst. To believe what we've been told. Or to base our impressions on old ideas. That's long been the case when people first consider a Life Plan Community such as The Waterford in Juno Beach.

But when examined more closely, many of the assumptions we make about senior living turn out to be incomplete or just plain wrong. For instance, the notion that aging in place at home is a less stressful living option than moving is not always correct. Or that it's necessarily more affordable.

When we factor in the costs and advantages of different options, the picture that emerges is more nuanced than it first appears. And the closer we look, the more questions we are compelled to ask.

it's never too soon to have a plan in place.

For all the uncertainty surrounding life in retirement, there is one universal truth. Whether we choose to stay at home, to relocate to a smaller residence with a lower maintenance lifestyle, to move in with a relative or to make the move into Independent Living at a Life Plan Community such as The Waterford, sooner is almost always better. Because the sooner we make a choice, the better we can enjoy and appreciate the benefits of the choice we've made.

the most expensive thing you can do is nothing.

Although no one can predict the future with absolute confidence, it is a virtual certainty for most of us that costs will grow higher and options grow fewer as we age. That's why putting off a decision today is, more than likely, just making a decision to spend more money and exert less control over your circumstances tomorrow.

the financial cost of waiting.

While staying in your home may seem like your least expensive option, especially if you no longer have a mortgage to pay, the secondary costs of home ownership are numerous. Real estate taxes, homeowner's insurance, repairs and maintenance, landscaping and utility costs can add up substantially. And then there's healthcare. Even with long-term care insurance, many policies will not cover the cost of care past a specified number of weekly hours or past a specified number of years. And the market rates for such services as Skilled Nursing, Assisted Living and Memory Care are affordable only to the wealthiest and are subject to the volatility of the healthcare marketplace.

the social cost of waiting.

At a Life Plan Community like The Waterford, residents form close and lasting friendships, bonding over common interests and pursuits, from art and culture to sports and civic engagement. Neighbors look in on and care for one another. Being able to take advantage of active amenities, life enrichment experiences, excursions and fascinating programming the community offers is one of the principal benefits of residency. To fully appreciate all of those advantages, of course, it is best to arrive at the community while your health and vitality will allow you to pursue and participate to the fullest extent.

the medical cost of waiting.

Aside from the seemingly inevitable rise in healthcare costs over time, there are other limitations to consider if a Life Plan Community is your preferred senior living option. To qualify for Independent Living at a Life Plan Community, applicants are subject to a health screening that includes both physical and cognitive testing. For those who do not meet the testing standards, Independent Living will no longer be an option, and many communities can only admit candidates to the higher levels of care from their resident population.

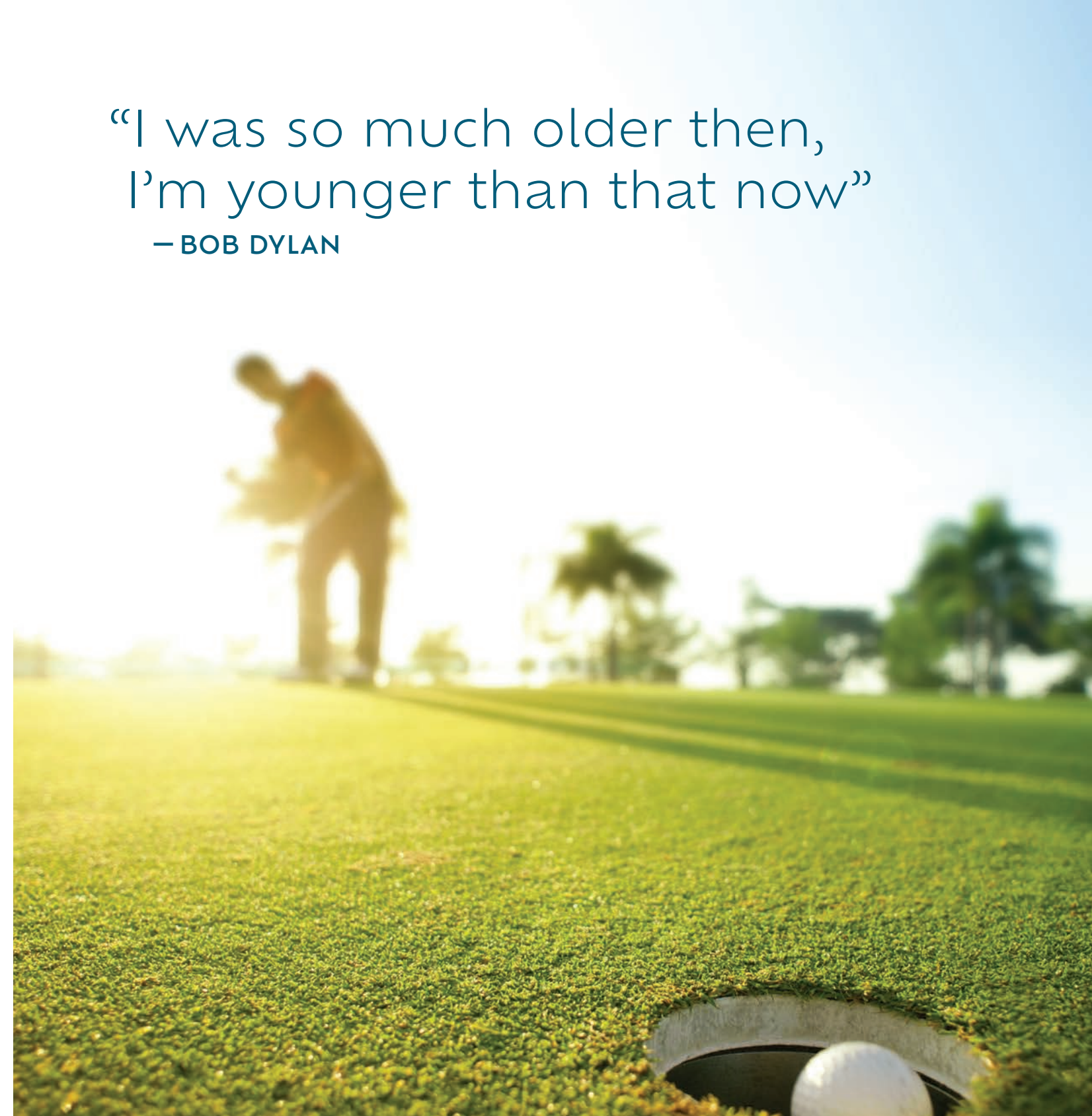
What's more, residents in an Independent Living setting experience another health benefit in the form of mental and intellectual stimulation. Particularly at a community like The Waterford, where there is ample opportunity to socialize, bond and engage in active fitness and wellness programs, there is a definite correlation between good health and good company.

the capacity cost of waiting.

As all of us have heard and read many times over, the generation born between 1945 and 1960 represents the largest segment of the US population. Consequently, as Baby Boomers age, their numbers will put a strain on the residential and medical infrastructure. Even as new communities are coming up and existing ones expanding, the competition for residential retirement options is intensifying. As availability is reduced by demand, costs will inevitably rise.

“I was so much older then,
I'm younger than that now”

— BOB DYLAN



53%

OF RETIRED SENIORS SAY ONE OF THEIR
TOP FEARS IN RETIREMENT IS HEALTHCARE
COSTS GOING OUT OF CONTROL.**

** Nationwide, HEALTHCARE Costs in Retirement, 2012.

“This indecision’s bugging me...
should I stay or should I go?”

—THE CLASH



the power of now.

There are, of course, no guarantees in life. We can't predict what the future holds, but we can manage our risks and improve our odds through judicious planning. By having a plan in place and acting on it while we are healthy, we can be sure that if and when a time comes when our health may not be in our control, our future will be. Our wants and needs will be assured. Our legacy will be secure.

now is when you'll appreciate your freedom.

This is your time. After decades of dedicating yourself to the demands of a career and the responsibilities of a family and household, the days and years to come are your reward.

But no matter where and how you choose to shape your retirement living experience, it should free you from the anxiety of waiting—knowing you have chosen your own course, rather than waiting for life to choose one for you.

now is when you'll make the most of your opportunities.

It almost doesn't matter how or what you decide. Just by choosing a conscious course of action while your body and mind are strong, you are exercising control. However you decide to go, even if your best move is simply staying where you are—you are making the most of the years ahead.

“Life plan community residents tend to experience greater emotional, social, physical, intellectual and vocational wellness than their counterparts in the greater community, according to preliminary first-year results of a study of more than 5,000 residents of 80 such communities in 29 states.”

- Source: Age Well Study by Mather LifeWays Institute on Aging and Northwestern University as cited in McKnight's Senior Living News

And wherever you choose to spend those years, really only one thing matters. Are you loving life? Happiness, it turns out, is the most important factor in determining both the quality and length of our lives. We could cite studies that show residents of Life Plan Communities tend to live longer than those who live elsewhere, but the real lesson of those surveys is that people who are living as they choose are happy with their choices. So, whether the most life-affirming place for you is in the house you live in now, a 55+ community near your grandchildren or in a Life Plan Community like The Waterford, that's the place where you belong.

78%

OF PEOPLE INDICATE “FREEDOM FROM HOME MAINTENANCE” WOULD MOTIVATE THEM TO MOVE TO A CCRC IN THE FUTURE.***

*** Mather Lifeways/Ziegler/Brecht Associates, National Survey of Family Members of Residents Living in Continuing Care Retirement Communities, 2011.



the coast is clear.

In the heart of Juno Beach, The Waterford has long set the benchmark for resort-style living in Palm Beach County. With its ocean views, adjacent golf course and a \$205 million addition and renovation now underway, a new standard in casual elegance is yours for the asking at The Waterford.

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Skilled Nursing Facility ID 1587096

