

VALUE GUIDE



understanding
the value of your
senior living options.





to move, or not to move: and all your other questions about retirement.

There is, of course, no single answer to this question. Depending on who you are, where you live now, your lifestyle, universal interests, your goals for the years ahead, your health, family and financial situations, your answer could be very different from those of your friends and neighbors. The purpose of this booklet is to help you arrive at the decision that will lead to the most satisfying and productive years ahead for you and those who care about you.

Of course, for many of us, the most attractive option is to stay in the home where we have made a life, raised a family and put down roots over the years. For some, thanks to advancements in home care and other services, that is a viable option. For others, especially those who have obtained long-term care policies or made other health care plans, downsizing to a more manageable residence is a reasonable solution. And for those who both cherish their independence and appreciate having social, cultural, culinary and medical resources within reach both geographically and financially, there are Life Plan Communities such as **The Waterford in Juno Beach**.

Because the Life Plan model is unfamiliar to many of us, there can be misapprehension and confusion about what it costs, what it covers and how it works. In the pages ahead, we will address those questions and provide some clarity and detail on the subject to help you make the most informed choice about your future. We hope that by helping you ask and consider the important questions regarding retirement living, we can help you arrive at the best possible answer for your life.

We look forward to discussing this further with you. Please don't hesitate to contact our team members at **The Waterford** by phone: **(561) 627-3800**.





why do people choose a life plan community?

People come to Life Plan Communities for a variety of reasons, but the most compelling attraction is in the name: community. At a Life Plan Community, we can establish a home within a new neighborhood, surrounded by others who share our interests and desire to learn, grow and interact. We can socialize. We can branch out and travel, entertain and dine out. We can take classes, attend concerts and theatrical performances. And we can do it all free from the encumbrances of homeownership – no maintenance, no utility bills, no real estate taxes or homeowner’s premiums.

Of course, the best reason to move to a Life Plan Community is usually the one farthest from our minds when we first arrive. The health care continuum, enabling a seamless transition to assisted living, rehabilitation or skilled nursing care within the community, provides the greatest benefit at the most challenging times of life.

what is a life plan community?

A Life Plan Community (also known as a Continuing Care Retirement Community or CCRC) is a residential community that offers the opportunity for its residents to age in place with the full continuum of living services on a single campus. Typically, individuals or couples live independently in an apartment or freestanding home of their choosing, with the assurance that, if and when needs should change, they have the benefit of a full spectrum of care options, from assisted living to rehabilitation and skilled nursing to memory care services all on one campus.

There are generally both health and financial admission standards to qualify for residence in a Life Plan Community. In addition to health care services, most Life Plan Communities offer extensive amenities and services such as fitness centers, pools, theaters, fine dining and a rich array of programming options, both on-site and off. So, for most individuals, the best time to consider a move to a Life Plan Community is when we are still young enough to take advantage of the multitude of lifestyle choices the community presents.

With the benefit of a life plan or life care contract, communities provide assurance not just of life security but also of financial security.



65+ | OLDER AMERICANS SPEND 13.6% OF THEIR TOTAL EXPENDITURES ON HEALTH, AS COMPARED TO 8.2% AMONG ALL CONSUMERS.*

what’s the difference between a life plan community and a rental retirement community?

The main difference is that under their contracts, Life Plan Communities are committed to providing housing and a complete spectrum of services, including health care, to its residents for life. At a rental retirement community, there is no contractual obligation for medical services. In the majority of cases, those needing additional care will have to move to another community or hire in-home care services because they are not licensed to provide higher-level assisted living or skilled nursing services.

* U.S. Department of Health and Human Services, 2021.

“The growing senior population, and their need for care, will put a demand on healthcare services. This highlights the need for products and services to help seniors age in place, manage their well-being and maintain their independence.”

Marissa Gilbert - Senior Health and Wellness Analyst, Mintel Group Limited



what should I look for in choosing one community over another?

Both for residents and their close family members, selecting a Life Plan Community should be the product of a thorough and informative process. Indeed, in many cases, families find that they are drawn closer through the experience, sharing information and opinions they might not have felt comfortable discussing prior.

The first step, of course, is visiting the community. Ask to meet and talk to current residents or new construction depositors. Do you like them, and are they like you? Can you see yourself here? Attend an open house or sales event and meet others who are making the same search. Share your impressions and ask them for theirs.

Ask your community contact to see all the available residences that meet your needs. Be sure to visit all the common areas, including the health care spaces. Are they clean and bright? How close do staff members and residents appear to be? Is there laughter in the halls? Are activity rooms active?

Ask the tough questions. Ask about the financial strength of the organization and its current rate of occupancy. Ask to see all financial reports, licensing and inspection reports and any complaint investigations in the recent past. Then, take a close look at their contract to make sure you understand exactly what it does and does not cover. Ask “what if” questions to be sure you have a clear picture of how the community might address changes to your health or circumstances over time.

why would I choose a life care community over remaining in my own home?

It is, of course, the option most of us would choose if given a choice. The comfort and familiarity of our own home environment and all the memories it contains are pretty irresistible.

And, as in most cases, that home is fully paid for already, it seems like the best financial option as well. But over time, the home we love can become more expensive and challenging to maintain, as well as less safe. Bathrooms, staircases and kitchens may pose hazards unless they are updated and safety-equipped, often at great expense. Another often hidden cost of remaining at home is the assistance you may come to require—often from family members or close friends whose own life situations may be compromised by the time commitment required.

Living in a community surrounded by friends and familiar faces also has undeniable emotional benefits. Neighbors who share similar interests and come from a variety of life experiences can become as close as family. With this loving network of like-minded individuals by your side, scheduled social activities become can't-miss happenings, and people who were previously strangers can become lifelong friends. In fact, according to a recent survey that questioned more than 5,000 residents in 80 Life Plan Communities across 29 states, older adults who made the move early are happier and healthier than those living elsewhere.*

So, for those of us whose financial and life situations allow it, relocating to a Life Plan Community is almost always a better move all around.

* Mather Institute, 2021, *The Age Well Study*
** 2017 *Alzheimer's Disease Facts and Figures*



83%

OF HELP FOR OLDER ADULTS IS PROVIDED BY FRIENDS OR FAMILY MEMBERS.**

how much will it cost?

Comparing the cost of Life Plan Community living to other options requires doing some homework. On the face of it, the entry fee and monthly fees which most communities charge under their contracts may appear higher than the price of a rental retirement community or staying in your own home.

This has led to a perception that the Life Plan Community option is expensive relative to other options. But because Life Plan Community entry fees are almost always fully or partially refundable, and because monthly fees cover a long list of services and amenities, as well as programming and health care, the numbers can be deceptive, and making a direct cost comparison is difficult but, of course, not impossible.

To compare the monthly cost of a Life Plan Community to another living option in detail, view the table on page (18). For a full comparison, make sure to note the entrance fee and then subtract the percentage of that entrance fee that will be refunded to you or your heirs when your contract concludes (for most Life Plan Community residents, the entrance fee will be funded from the proceeds of the sale of a home). Finally, you can obtain the average cost of assisted living, memory care and skilled nursing in your area by researching independent facilities that offer those services on a monthly basis.

Because conventional communities don't generally offer higher-level care, those services must be purchased a la carte and at open market rates. Many Life Plan Communities offer many different options that can be bundled or offer reduced pricing for care services and lifestyle amenities. Residents who have made a direct comparison are often surprised to learn that the Life Plan Community option is often their most cost-efficient choice.



70%

of people turning 65+ CAN EXPECT TO USE SOME FORM OF LONG-TERM CARE IN THEIR LIFETIME.*

what's the story with life plan community contracts?

Generally, Life Plan Communities offer one of three basic contract models.

- **Life Care or Extended Contract:** Under this plan, families achieve the highest level of security in the knowledge that unanticipated events will not bring unanticipated costs. Though this is the highest up-front cost option, a Life Care Contract offers unlimited assisted living, medical treatment and skilled nursing care without significant fee increases.
- **Modified Contract:** This contract offers specific services for a fixed length of time. When the contract expires, other services can be procured, but monthly fees will increase accordingly. For those who are critically ill, or for whom a Life Plan Community may be a temporary living arrangement, these plans make sense.
- **Fee-for-Service Contract:** The initial enrollment fee is generally lower, but assisted living and skilled nursing are charged at market rates. This option may be attractive for residents who prefer to keep up-front costs down and are prepared to manage medical expenses on an a la carte basis in a changing marketplace.

are there any unique tax benefits available to life plan community residents?

You may be in line for a tax break when you move into a Life Plan Community.

That's because the IRS views a portion of the entrance fee paid under your contract as a pre-payment expense for health care services and is therefore deductible. And this often holds true whether the entrance fees are fully or partially refundable.

Additionally, a portion of your monthly residential fees may also be tax deductible, as these too fall under the "lifetime health care benefits" umbrella described above.

And there may be tax benefits for your kids as well. If children or other family members provide more than half of your total financial support, they can deduct a portion of the Life Plan Community entrance fees.

* U.S. Department of Health and Human Services Long-Term Care, 2014.

** Department of Health and Human Services Office of Disability, Aging and Long-Term Care Policy.

the average cost that people turning 65+ BETWEEN 2021 AND 2025 WILL SPEND ON LONG-TERM CARE IS \$245,400 IN THEIR LIFETIMES.**

the value of well-being: health and happiness are inextricably connected.

More than just a matter of your physical health, wellness is an all-encompassing approach to living well and being well. As you explore Senior Living options, you would be wise to consider the many aspects of wellness that contribute to a full life.

PHYSICAL

Improve balance, strength and cardiovascular health through fitness classes and personal exercise goals. Plus, be motivated by neighbors and friends who share those goals.

SOCIAL

Build close, supportive and stimulating relationships through community activities.

INTELLECTUAL

Expand your knowledge by participating in cultural events, book clubs, lectures, discussion groups and classes.

VOCATIONAL

Share your knowledge and experience through volunteering, gardening, craftsmanship and the arts.

SPIRITUAL

Pursue a connection with inner values through outer-community opportunities such as weekly services, discussion groups and volunteer activities.

ENVIRONMENTAL

Find happiness in your surroundings, enjoy outdoor activities and excursions to nearby natural, cultural and recreational amenities.

HEALTH SERVICES

Rest easy in the knowledge that comprehensive health services, ranging from wellness clinics and physical therapy to assisted living, memory support and skilled nursing care, are always present and available.

2. ACTIVITY ASSESSMENT

	THINGS YOU CURRENTLY DO	THINGS YOU WOULD LIKE TO DO IF YOU HAD THE CHANCE
PHYSICAL		
Exercise classes	<input type="checkbox"/>	<input type="checkbox"/>
Swimming/water aerobics	<input type="checkbox"/>	<input type="checkbox"/>
Tai Chi/yoga	<input type="checkbox"/>	<input type="checkbox"/>
Walking/hiking	<input type="checkbox"/>	<input type="checkbox"/>
Strength/balance exercise	<input type="checkbox"/>	<input type="checkbox"/>
Golf	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>
SOCIAL		
Cultural events	<input type="checkbox"/>	<input type="checkbox"/>
Card games	<input type="checkbox"/>	<input type="checkbox"/>
Dining out	<input type="checkbox"/>	<input type="checkbox"/>
Hobby/interest groups	<input type="checkbox"/>	<input type="checkbox"/>
Professional entertainment	<input type="checkbox"/>	<input type="checkbox"/>
Social gatherings	<input type="checkbox"/>	<input type="checkbox"/>
INTELLECTUAL/VOCATIONAL		
Volunteering	<input type="checkbox"/>	<input type="checkbox"/>
Lifelong learning class	<input type="checkbox"/>	<input type="checkbox"/>
Study group	<input type="checkbox"/>	<input type="checkbox"/>
Lectures	<input type="checkbox"/>	<input type="checkbox"/>
Travel, cruises, etc.	<input type="checkbox"/>	<input type="checkbox"/>

* U.S. Seniors Maintain Happiness Highs With Less Social Time, Gallop, December 12, 2011.

20%
INCREASE

in joy FOR SENIORS WHO
REGULARLY SOCIALIZE.*



maintenance-free living: when you own your home, your home owns you.

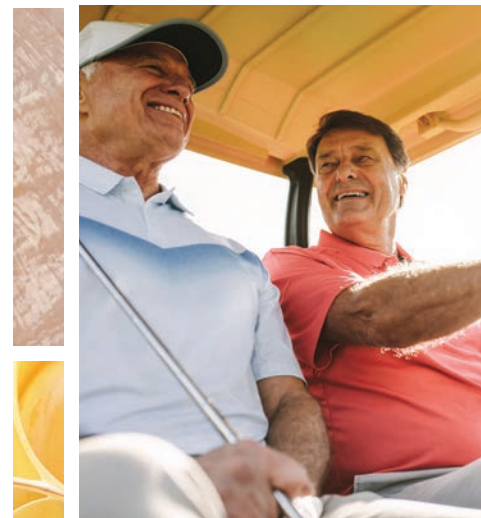
We've all been there. One appliance is repaired and another one goes on the blink. Even when it's fully paid for, the more time you spend in a home, the more money you'll spend on it.

GO WITH CONVENIENCE

With a move to a Life Plan Community, someone else does many of the chores. No longer do you have to do it yourself or find a trustworthy contractor. You can now spend your time doing the things you enjoy, because isn't that what life is all about? Most communities provide interior and exterior maintenance as part of the monthly fee. Some even offer convenient everyday services such as hanging pictures, changing light bulbs and moving furniture.

LITTLE EXPENSES CAN ADD UP

In your current home, a repair as simple as a leaky faucet can cost you hundreds of dollars. With bigger repairs, the costs are high and unpredictable. Even weekly lawn care services are extremely pricey! The expense of ongoing upkeep and repair is one thing, but what about property taxes and homeowner's insurance on top of everyday costs? Moving to a Senior Living community can potentially save you thousands each year while providing peace of mind for you, your future and your family.



3. UPCOMING MAINTENANCE ASSESSMENT

It's commonly suggested that 1-3% of your home's current value be budgeted for repair and maintenance each year. This varies based on the age and condition of your home and the climate and weather in your area.

	NEED NOW	WITHIN 6 MONTHS	WITHIN A YEAR
Roof (repair or replace)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
HVAC system (repair or replace)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Plumbing (repairs)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Electric (repairs)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Windows and doors (replacement)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Gutter cleaning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Paint (interior and exterior)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Carpet and flooring (replacement)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Remodeling	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cement or foundation (repair)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Storm damages	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

* Housing an Aging Population, Are We Prepared? Center for Housing Policy, 2012.

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

EVEN THOUGH SENIORS ARE MORE LIKELY TO HAVE PAID-OFF MORTGAGES, THE COST OF OPERATING AND MAINTAINING A HOME CONSUMES A LARGER SHARE OF DIMINISHING RESOURCES AS PEOPLE AGE.*

78% | of people INDICATE "FREEDOM FROM HOME MAINTENANCE" WOULD MOTIVATE THEM TO MOVE TO A LIFE PLAN COMMUNITY IN THE FUTURE.**

what are you getting? be aware and compare.



When you compare all the monthly expenses of living in your home, including those you may not think about, such as meals, utilities, home maintenance, insurance, taxes and unanticipated costs, to the monthly fees charged by most Life Plan Communities, many people are surprised to learn that they might actually save by making the move. To say nothing of what they'll gain in services and peace of mind.

TYPICAL LIFE PLAN COMMUNITY SERVICES INCLUDED IN MONTHLY FEES:

- Weekly housekeeping services
- One to three meals each day
- A full calendar of community activities
- Home maintenance (interior and exterior)
- Groundskeeping
- Scheduled transportation
- 24-hour security

POPULAR ON-SITE AMENITIES:

- Beauty/barber shop
- Spa
- Fitness center
- Swimming pool
- Easy access to spiritual centers
- Immediate community and surrounding offer activities, wellness access and more

HEALTH SERVICES:

Some communities offer no on-site services, while others offer a full continuum of care.

- Wellness clinic
- Physical, occupational and speech therapy
- Short-stay respite services
- Specialized memory care
- Home health and rehabilitation services in your private residence
- Short- and long-term skilled nursing care

4. FUTURE EXPENSES PROJECTION

Think about the expenses you anticipate down the road. Will they increase, decrease or stay the same? A Life Plan Community offers you an opportunity to control monthly spending.

	MUCH LESS	LESS	STAY THE SAME	MORE	MUCH MORE
Housing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Medical	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Food	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Clothing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Insurance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Taxes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

* Nationwide, Healthcare Costs in Retirement, 2012.

53%

of retired seniors SAY ONE OF THEIR TOP FEARS IN RETIREMENT IS HEALTH CARE COSTS GOING OUT OF CONTROL.*

5. CALCULATE YOUR CURRENT EXPENSES

Please use the following guide to help summarize your current monthly expenses. Based on desired floor plans and occupancy (single or couple), we can assist you in understanding how your current expenses compare. You might be surprised to discover it's more affordable than you think!

YOUR HOME	AMOUNT YOU PAY	The Waterford
HOME EXPENSES		
Mortgage/rent payment	\$ _____	Included
Property taxes	\$ _____	Included
Home insurance	\$ _____	Included
GROUND CARE		
Lawn service	\$ _____	Included
Lawn equipment/supplies	\$ _____	Included
Lawn, Shrub and Tree Replacement	\$ _____	Included
UTILITIES		
Water and Sewer	\$ _____	Included
Rubbish Removal	\$ _____	Included
Recycling Program	\$ _____	Included
Basic Cable Television	\$ _____	Included
Electric and/or Gas	\$ _____	Included
Internet Service	\$ _____	Included
HOME UPKEEP		
General maintenance and roof repair	\$ _____	Included
Heating and air conditioning	\$ _____	Included
Hot water heater	\$ _____	Included
Appliances (provided and maintained)	\$ _____	Included
Electrical	\$ _____	Included
Plumbing	\$ _____	Included
Painting	\$ _____	Included
Carpet	\$ _____	Included
Outside Window Washing	\$ _____	
Housekeeping	\$ _____	Included
SECURITY AND MONITORING		
Home security system	\$ _____	Included
Health emergency monitoring	\$ _____	Included
COMMUNITY FEATURES		
Flexible Meal Plan	\$ _____	Included
Wellness/fitness center	\$ _____	Included
Swimming pool and whirlpool	\$ _____	Included
On-campus program & events	\$ _____	Included
Transportation	\$ _____	Included
TOTAL	\$ _____	\$ _____

6. LIFE PLAN COMMUNITY COMPARISON ANALYSIS

Unlike home ownership with its many hidden costs, your contract at The Waterford provides a blanket assurance for all of life's essentials.

	The Waterford	(LPC #1)	(LPC #2)
Convenient location	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not-for-profit community	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Care needs provided on-site	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4- or 5- Star skilled nursing facility	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Multiple on-site dining options	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of common areas	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
24-hour complimentary valet parking	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access to cultural programming	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



THE HAPPINESS DIVIDEND.

What's even more important than where you choose to live in the years ahead is how that choice makes you feel. Happiness, it turns out, is the best predictor of longevity.

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.

Wondering if **The Waterford** is for you? Let us help you decide. Call **(561) 627-3800** or visit us online at **TheWaterford.com** to learn more and schedule a visit.

Your future. Your choice.
We're here when you're ready.





the power to make an
informed choice.

A LIFESPACE COMMUNITY | *Independent Living* | *Skilled Nursing* | *Rehabilitation*
601 Universe Boulevard | Juno Beach, FL 33408 | (561) 627-3800 | TheWaterford.com

Skilled Nursing Facility ID 1587096

