



Innovative Generational PRESIDENT'S ADVISORY BOARD

ON FEDERAL TAX REFORM

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URGENT

Attn: The President's Advisory Panel on Federal Tax Reform

First I would like to introduce myself, my name is Renee Merckx and I am a Long Term Care Insurance "Specialist" (CLTC) granted by the Corporation for Long Term Care Certification and a Certified Senior Advisor (CSA) granted by the Society of Certified Senior Advisors. Both designations are recognized by the Michigan Insurance Commissioner's Office, and are editorially and financially independent of the long-term care insurance industry.

What I would like to bring to your attention which unfortunately everyone keeps blaming our poor government and poor President Bush is that WHY is it his fault that the 120 million people born between 1900-1964 to include the Baby Boomers, are obligated to pay our nations soon to be largest financial debt ever – LONG TERM CARE? For the next 30 years?

Who is going to pay for the 120 million people's long term care needs?

The 120 million people supercede who voted in our entire nation by 6 million.

The 120 million people is almost equal the people who died in the recent Tsunami.

THIS IS NOT A PERSON'S HEALTH CARE!!

This is the daily care for bathing, eating, toileting, transferring, dressing, continence or a cognitive impairment (Alzheimer's) and this maintenance care **IS NOT** covered by Medicare nor does the Medicaid budget have the money for this magnitude of people?

Per the recent September Met Life Study our nation has 18,000 nursing homes that are full and house 1.6 million people at present – so where are the other 118,000 people going to go?

We only have approximately 2 million nurses in our nation. Anyone who thinks they are going to get a fancy in home nurse will soon find out how wrong they are! We have 120 million people.....who is going to be taking care of the magnitude of these people in OUR NATION?

Most importantly who is going to be paying this \$60,000 a year in Michigan price tag or this \$120,000 current price tag for California and New York for 120 million people?

Why isn't anyone making Long Term Care Insurance the solution? To buy a car you have to have insurance, to purchase a home you cannot get a mortgage without insurance...(with no tax break) **If we got a credit...just think of how this is taken off the governments hands?**

Actually it is the ONLY solution in protecting a person's entire retirement portfolio. Even people that are told they can self insure by their uneducated financial advisors – I always ask them to get a waiver signed by the financial professional stating that **after their money is**

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gone. (that they saved), will that financial professional who said they can self insure take them personally into their home, pay for their care, not burden their family and tend to their needs in their home, wipe their butt, bathe them, feed them. Etc. since their money is now gone? The answer of course is it won't ever happen.

But I know what will happen!

America = sue me please. Financial professionals are and will be the new sued arena if there is nothing done soon. Let's see, what is the penalty for a financial planner whose ethical and fiduciary responsibility is to protect and save your money tells my 70 year old widowed grandmother who has let's say \$500,000 to her name and then loses it all by not owning a LTCi policy and then has to go on Medicaid into the nursing home she swore she would never enter, because she is wiped out clean?

All because she didn't buy a little \$2,000 a year Long Term Care policy? As an heir, I better see something in writing soon or I am going to sue that financial professional. They know better but do not want to talk about it with their clients – because they don't understand the need just like you don't seem to understand it. By the way, I am sure if it was their grandmother it would be a different story?

Plus no one understands the magnitude of relief that will come from this ownership of this policy.

WE NEED THE CLTC organization to educate the nation first!

ALSO, LET'S DO THE MATH – I CAN GET A \$3,000 ANNUAL PREMIUM for a married couple (apprx) POLICY WITH A \$3,000 ACROSS THE BOARD TAX DEDUCTION? HELLO – BINGO – SOLUTION SOLVED WITH A NATIONAL TAX CREDIT!!!!

OR DO I WANT - a \$60,000 a year bill at this moment in Michigan – expose wiping out my trust to not PUT THIS ON THE INSURANCE INDUSTRY to TAKE THE GOVERNMENT OUT OF THIS ????

PLUS.....THIS COVERS ALZHEIMERS'S (no cure)

Example: (10 YEARS x \$60,000 Michigan price a year = \$600,000 per person

HELLO..... LET'S DO THE MATH HERE FOLKS!

YOU ARE GOING TO HAVE A 120 MILLION “VERY” “VERY” ANGRY SOCIETY ON YOUR HANDS WHEN THEY FIND OUT THE GOVERNMENT IS NOT GOING TO PAY FOR THIS DAILY CARE!

IF A PERSON DOESN'T BUY A POLICY TO TAKE ADVANTAGE OF THIS CREDIT THEN SHAME ON THEM!!

THEY CAN'T COME BACK TO THE GOVERNMENT AND BLAME THEM.

THEY WERE TOLD TO BUY A POLICY, YOU GET A CREDIT AND SINCE YOU DIDN'T THEN YOUR PENALTY IS THE MEDICAID NURSING HOME... AND RISKING THE LOSS OF YOUR RETIRMENT DOLLARS – YOU CHOOSE!

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(which again, by the way you do not have enough rooms to house 120 million people...so you better start building nursing homes for the government to house these people)

What people are uneducated about is that they have NOTHING protecting their Retirement Portfolio's and Long Term Care protects that money.

I do know this:

1. People are living longer and you WILL live a long life – if you do not believe this then you are unreasonable!
2. By living a long life you are going to get old!
3. By getting old you are going to get sick!
4. When you will get sick you will need care and IT IS NOT FREE!
5. The longer you live with 7% health care inflation rise, in 20 years the same care in Michigan will have a price tag of about \$250,000 a year per person.

This has nothing to do with “IF” I will need care it has to do with “WHEN” I will need care.

As you age with technology, you will live longer and by living longer the catastrophic affects this will have on families and retirement portfolios will be devastating!

Your odds for needing long term care after age 65 is 1 in 3!!!!

People in our nation are so uneducated and in the dark about this and everyone is blaming the President. What does he have to do with people who do not save and why is it his fault that everyone thinks that social security was meant to be their retirement? Social Security was created as a compliment not as a person's full retirement. Many people have saved -0-! ...which means here I come Medicaid.

EVERYONE BELIEVES THAT SOCIAL SECURITY IS A JOKE – NEXT YOU WILL HAVE MEDICAID ON YOUR HANDS.....SHAME ON YOU AGAIN!

When I talk to people on a daily basis they say, “I'm not going to worry the GOVERNMENT will take care of me!” I can argue until I'm blue in the face and everyone thinks since they paid into the Medicaid program that this is another entitlement SO you better be prepared for this!

120 million people prepared expense.

On top of it all the Department of Health & Human Services along with the National Governors Association has launched a campaign called “Own Your Future” anyone in the USA can call 866-PLAN-LTC....what they are saying very gingerly is that is it and will be your responsibility to plan for that What IF? You need a brain washing national campaign commercial promoting this until the people in our nation are sick of seeing this commercial to get this kit and call us “SPECIALISTS” to make a plan! NOW.....

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The flu shot was nothing....wait until everyone finds out the government IS NOT going to take care of them as they think they will be.....

This needs national exposure so I can do my job without fighting with people to HELP THEM!

It's amazing how I try to explain all the details and still the ear is closed. The Government will take care of me syndrome again! The I can self insure syndrome again! I know their eyes will open up soon when these 120 million people will need care and 120 million families will be affected by having to take care of this huge population. This means lost income, lost retirement portfolios, ALL jobs that are run by our 100 million women owned businesses will be closing the doors because who are your caregivers 98% of the time WOMEN. Good bye airline flight attendants, nurses, teachers, any women workers position, etc.

If this does not get nipped in the butt soon, 120 million families are going to soon be shocked. I think if you look at the number, how close it is to the Tsunami victims, per ratio 150,000 million - maybe it will be closer to home - this is a lot of people who are risking to lose their entire generational wealth, for nothing then to buy a policy to take care of them properly, to pay for their care, to not let family members feel guilty about putting mom or dad in an assisted living facility with proper care and to give them and their families peace of mind protection.

If I knew I was going to get a credit on my taxes and my policy that was \$3,000 a year really was Zero -0- because I get to deduct the whole premium... **I think you just found the solution.**

IF NOT the government once again will be exposed to finding a way to pay for 120 million people. OUR ENTITLEMENT! Unless you have been buying government land, building more buildings called nursing homes, paying for all the costs involved, funding more government programs for nurses, hiring staff to run all of these buildings and paying for this through our current tax system WITHOUT RAISING OUR TAXES? The government can only tax us so much. How will we be able to continue to live?

GET THIS TAX INCENTIVE PASSED - YESTERDAY!!!!!!

Thank you for your time and I can be contacted at (734) 658-4317 for further statistics and advice. I am not just an Agent, I am a "Specialist" and broker and represent over 10 insurance companies. I have no allegiance to any company, my allegiance is to help my client understand the catastrophic affects they will be faced with by living a long life.

Sincerely,

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President

PS: If I sound angry, I am. Again, when will our government step in to be here to help us AMERICANS? We always get the shaft...when will hard working AMERICANS be rewarded for the hard work and efforts we put into saving our money and keeping it here in our own country? We even get penalized to live a long life now. Without saving and keeping money in our pockets to pass down as generational wealth to our heirs, there will be NO money to spend!

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