



Good <MORNING, AFTERNOON, EVENING> and welcome. My name is <YOUR NAME>, and I represent <FIRM NAME>.

Planning for the personal needs and financial security of a loved one who has a disability or special needs may seem overwhelming. While the process may not be easy, it doesn't have to be that difficult. It's important to take the time to understand the basics, get the professional help you need, and proceed in an organized fashion.

This presentation will attempt to present the basics of special needs planning, and suggest some strategies that may be appropriate for some of you.

Please keep in mind that this presentation is intended only as an introduction to a complex and highly specialized area, and that you will need to consult an experienced advisor to determine whether any of the strategies presented here are right for you. <CLICK>

[V19N2]

## The Statistics...

### **12.7% of U.S. residents (all ages) report having a disability:**

- 5.4% of persons ages 5 to 15
- 6.2% of persons ages 16 to 20
- 10.6% of persons ages 21 to 64

Source: 2017 Disability Status Report, Cornell University, 2019

If your loved one has a disability or special needs, you're not alone. According to recent statistics from Cornell University, 12.7% of U.S. residents report having a disability:

<CLICK>This includes 5.4% of persons ages 5 to 15

<CLICK>6.2% of persons ages 16 to 20, and

<CLICK>10.6% of persons ages 21 to 64. <CLICK>

## The Statistics...



**1 in 59** American children has an autism spectrum disorder\*



**1 in 10** older Americans has Alzheimer's disease\*\*

\*Source: Centers for Disease Control and Prevention, Data and Statistics, [www.cdc.gov](http://www.cdc.gov), accessed January 2019

\*\*Source: Alzheimer's Association report, 2018 Alzheimer's Disease Facts and Figures

In addition, the Centers for Disease Control and Prevention reports that 1 in 59 American children has an autism spectrum disorder.

<CLICK> And the Alzheimer's Association reports that 1 in 10 Americans aged 65 or older has Alzheimer's disease.

The unfortunate truth is that disability and special needs can be present at birth, or result from accidents, illnesses, or aging, and the number of those with a disability or special needs is large and climbing. <CLICK>

## What Is Special Needs Planning?

- Provides for an individual with special needs, taking into consideration the needs of the family as well as the individual
- Plans can be made by the individual and/or the loved ones of the individual
  - Child of any age
  - Sibling
  - Spouse
  - Parent
  - Other relative or friend



What is special needs planning?

<CLICK> Special needs planning is the process of providing for the personal and financial security, and well-being, of a loved one.

<CLICK> Depending on the circumstances, planning for special needs can be done by the individual alone or by the individual's loved ones, or the family can implement plans together.

We'll talk more about the importance of who actually implements the plan a little bit later.

But for now, let's talk about who may be a candidate for special planning. That individual may be you or your

<CLICK> minor or adult child,

<CLICK> a sibling,

<CLICK> your spouse,

<CLICK> a parent,

<CLICK> or a more distant relative or friend.

<CLICK>

## Goals of Special Needs Planning

- Balance your present and future needs with your loved one's present and future needs
- Create and implement personal care, financial, and legal plans
- Communicate such plans to all relevant persons
- Review and revise plans as circumstances change
- Assure family members that loved one's needs have been adequately addressed

The goals of special needs planning are to:

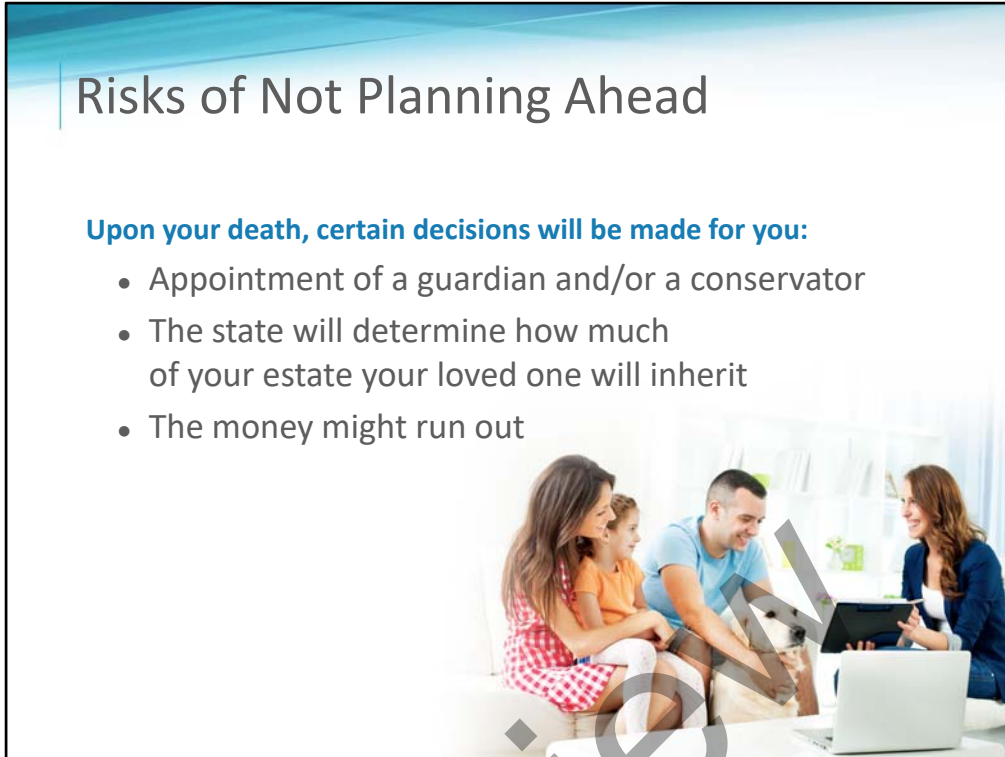
- Balance your present and future needs with the present and future needs of your loved one <CLICK>
- Create and implement plans that meet your loved one's personal care needs, as well as his or her financial and legal needs <CLICK>
- Communicate those plans to all persons involved with the care of your loved one <CLICK>
- Review those plans on occasion, and revise them as circumstances change, and <CLICK>
- Assure family members that your loved one's needs have been adequately addressed

To help understand the specific steps you may need to take to meet these goals, let's talk a little about why it's important to plan ahead. <CLICK>

## Risks of Not Planning Ahead

### Upon your death, certain decisions will be made for you:

- Appointment of a guardian and/or a conservator
- The state will determine how much of your estate your loved one will inherit
- The money might run out



By not planning for what might happen after you're gone, you may be risking your loved one's future.

<CLICK> For example, if a guardian or conservator is needed to attend to your loved one's personal or financial needs, and you have not planned properly, the court can appoint someone upon request who may not be the person you would choose.

<CLICK> Or, if you fail to provide for your loved one by executing a valid will, state law will determine how much property your loved one will get, and that might not be enough.

<CLICK> Even worse, if you fail to plan ahead, there may not be enough money for the proper care of your loved one for the rest of his or her life. So, it is vital that you put financial plans in place to make sure this does not happen. <CLICK>

## Planning Steps

### You need to:

- Create and implement a current personal care plan for your loved one
- Create a transition plan for continued personal care as circumstances change
- Create and execute a legal plan
- Create and implement a financial plan



What are some of the specific things you need to do? Let's take a look, step by step, and keep in mind that we'll talk more about each step separately.

You need to: <CLICK>

- Create and implement a personal care plan for your loved one <CLICK>
- Create a transition plan for the continued personal care of your loved one as circumstances change <CLICK>
- Create and execute a legal plan, and <CLICK>
- Create and implement a financial plan <CLICK>