

# The Health-Wealth Connection

## How Health Care Impacts Your Financial Future

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### SUMMARY

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The landscape of the US health care system is undergoing rapid change. The aging of the baby boomer population, complicated reforms such as the Patient Protection and Affordable Care Act, and the complexities of Medicare are contributing to widespread uncertainty about health care issues and rising health care expenses, adding to any anxiety about the potential impact of a major illness on personal wealth.

As part of our commitment to you, Morgan Stanley is dedicated to providing accurate, up-to-date information on health care planning and cost mitigation strategies that can help you safeguard your health, wealth and standard of living. By making useful introductions, we can help you understand the implications of health care reforms, navigate the evolving medical landscape and incorporate health care needs and expenses into your overall wealth planning strategy.

### An Integrated Plan

Protecting your assets should be a key component of your overall wealth planning strategy. It's never too early to start planning for personal health care costs, or the health care needs of loved ones, especially if:

- You're concerned about health care legislation and how it could impact your family.
- You're struggling with options for accessing the best care.
- You're uncertain that you have the right health insurance coverage.
- You're dealing with a time-absorbing or financially consuming medical condition.
- You or a family member is dealing with a complex medical issue or chronic condition.
- You're responsible for aging parents and concerned about the care they are receiving.
- You have children with special needs.



*“With health care a top concern of clients, Morgan Stanley has integrated health care planning into our wealth management strategies.”*

—Harold E. Ford,  
Morgan Stanley Managing Director  
and former US Congressman

# A Healthy Conversation

Breaking the ice on the health-wealth conversation can help ensure that you can find, receive and afford the best health care, when and where you need it.

## Team Up With Your Financial Advisor

Your Morgan Stanley Financial Advisor can help assess the impact of rising health care costs on your wealth plan and recommend strategies that help protect your assets. A thorough financial plan that anticipates higher medical costs and unexpected needs before and during retirement might call for:

- **LONG-TERM CARE INSURANCE**, which transfers the financial risk of long-term care expenses to an insurance company and provides choice in the type of care in the event you or your spouse need it.
- **TRUSTS**, which can save taxes, protect your assets from creditors and provide income without interfering with eligibility for government benefits.
- **ANNUITIES**, which provide tax-deferred guaranteed income.

- **INVESTMENT IDEAS** to keep you diversified.

- **ADVICE ON** how to talk with your adult children and elderly parents about your family's health needs and wealth plans.

## Connect With a Health Care Advocate

Professional health advocates or private health advisors can ease the burden associated with health care planning. Private health advisors are dedicated to coordinating and overseeing the whole health care experience for your entire family, from medical records collection to insurance assessments to expedited access to medical centers of excellence. Private health advisors are not tied to any insurance companies or health care institutions, so they offer unbiased advice and enable access to top specialists and premier medical centers. In addition to facilitating and expediting care during major illnesses, private health advisors can also help you develop a comprehensive and customized health strategy based on your individual needs and personal health issues.

If you are interested in private health care advisory and management services, your Morgan Stanley Financial Advisor can connect you with PinnacleCare Private Health Advisory, a private health advisory firm that serves as a single point of contact to access the world's leading physicians, hospitals, treatments and medical intelligence. We've been referring clients to PinnacleCare for more than eight years.

## Advocate for Yourself

Planning for health care costs is a team effort, yet it begins with you. You can take charge by seeking the best financial and health care advice right away, even before you might be faced with a medical issue.

With health care a top concern of clients, Morgan Stanley has integrated health care planning into our wealth management strategies. We look forward to working with you to address your health concerns in the context of your overall wealth and life goals.

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