


---

SAVING  
TIME  
AND  
MONEY

---

CHOOSING ELDERCARE  
PROFESSIONALS





America's population is aging at a rapid rate. The U.S. Census Bureau predicts that by 2020, one third of the U.S. population will be over 50. Older Americans and their families may require professional advice on financial and legal affairs, as well as guidance in how to best meet their changing needs.

Elder law attorneys, financial planners, and geriatric care managers can provide some of this important assistance. This brochure is designed to give you basic information about the type of assistance each kind of professional can provide.

## **ELDER LAW ATTORNEYS**

---

Elder law attorneys are lawyers that specialize in areas of the law that impact seniors. These types of attorneys have expertise in: tax planning, disability planning, Medicaid, Medicare and Social Security law, estate and trust planning, housing issues, guardianship planning, advance medical directives, and wills. Not every elder law attorney specializes in all of these areas.

To find an elder law attorney, check your local telephone directory for the number of the Bar Association in your area, which can provide referrals to local attorneys.

The National Academy of Elder Law Attorneys provides information on attorneys who are members of the Academy: 1604 N. Country Club Road, Tucson, AZ 85716-3102, 520-881-4005, [www.naela.org](http://www.naela.org)

If you already have an attorney specializing in another area of law, ask for a referral to an elder law attorney.

---

---

## FINANCIAL PLANNERS

---

A professional financial planner can assist you with asset management, financial planning and tax advice. For example, a financial planner can help you prepare a financial plan that anticipates future expenses such as long-term care. With your planner, you can determine if you should consider long-term care insurance. Such a professional can also consider tax issues and help guide you in the best ways to pass on your assets through estate and trust planning.

**There are many professionals who offer these types of services:**

- **CERTIFIED PUBLIC ACCOUNTANTS (CPAs)** – They can provide assistance in financial planning, including estate and trust planning, tax preparation and advice, as well as day-to-day issues such as bill paying and investment supervision.
- **CERTIFIED FINANCIAL PLANNERS (CFPs)** – They can help you create a financial plan to prepare for retirement and unanticipated expenses such as long-term care.
- **CHARTERED FINANCIAL ANALYSTS (CFAs)** – They provide investment advice and asset management services.

The following organizations can provide assistance in determining which type of professional you may need, and may provide referrals:

- **AMERICAN INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS**,  
1211 Avenue of the Americas, New York, NY  
10036, 800-862-4272, [www.aicpa.org](http://www.aicpa.org)
  - **CERTIFIED FINANCIAL PLANNER BOARD OF STANDARDS**,  
1700 Broadway, Suite 2100, Denver, CO 80290,  
888-CFP-MARK, [www.cfp-board.org](http://www.cfp-board.org)
  - **FINANCIAL PLANNING ASSOCIATION**,  
3801 E. Florida Ave., Suite 708, Denver, CO  
80210-2544, 303-759-4900, [www.icfp.org](http://www.icfp.org)
-

- **ASSOCIATION FOR INVESTMENT MANAGEMENT AND RESEARCH**,  
P.O. Box 3668, 560 Ray C. Hunt Drive,  
Charlottesville, VA 22903-0668, 800-247-8132,  
[www.aimr.org](http://www.aimr.org)
- **NATIONAL ASSOCIATION OF INSURANCE COMMISSIONERS**, offers *A Shopper's Guide to Long-Term Care Insurance*, 2301 McGee Street, Ste. 800, Kansas City, MO 64108-2604, 816-842-3600,  
[www.naic.org](http://www.naic.org)

## **GERIATRIC CARE MANAGERS (GCMs)**

---

GCMs are health care professionals who assist families in dealing with the problems and challenges associated with caring for the elderly. They have expertise in the aging process and in health care and social service systems for older individuals. They may be social workers or nurses, or have masters' degrees in gerontology or counseling.

GCMs conduct a comprehensive assessment of the senior's physical, functional and emotional state and the adequacy of current living arrangements. The GCM then identifies and arranges good local resources and can provide ongoing monitoring. This type of professional is particularly helpful when adult children live in communities far from aging relatives.

Your local **AREA AGENCY ON AGING (AAA)** can put you in touch with GCMs and publicly funded agencies providing these services. Call the Eldercare Locator at 800-677-1116 for the nearest Area Agency on Aging.

**THE NATIONAL ASSOCIATION OF PROFESSIONAL GERIATRIC CARE MANAGERS** can provide referrals to members of its organization. 1604 N. Country Club Road, Tucson, AZ 85716-3102, 520-881-8008.

---

## CHECKLIST OF INFORMATION AND KEY DOCUMENTS

---

Having the proper information in hand will make your first meeting with a professional more effective. Following is a list of some of the documents and key information you may need:

### Medical

- Names of health care professionals
- Health care proxies/living wills
- Medications
- Hospitals of choice
- Names of social workers or caseworkers
- Medicare/Medicaid numbers

### Financial

- Income sources
- Financial assets
- Information on real estate
- Information on other assets such as automobiles, boats, etc.
- Liabilities

### Legal

- Wills
- Powers of attorney
- Advance medical directives
- Trust agreements
- Guardianships/conservatorships

## FOR MORE INFORMATION

---

**ELDERCARE LOCATOR:** 800-677-1116.

This national hotline, administered by the U.S. Department of Health and Human Services, provides information on local resources for seniors.

There are 660 **AREA AGENCIES ON AGING**, one in every county or multicounty area that can provide information on local resources and elder care.

---

---

## BASIC TIPS FOR HIRING AN ELDERCARE PROFESSIONAL

---

- Verify that the professional holds the required licenses. Social workers, attorneys, CPAs, and nurses are required to be licensed in most states.
- Be sure to verify that the professional belongs to the appropriate accrediting association by contacting the association directly.
- Be sure to understand the professional's method of billing. Discuss how rates will be calculated and methods of payment.
- Make sure all agreements and fee schedules are in writing. A written contract should specify what tasks the professional will perform and the costs for these services.
- Never sign any agreement until you have read and understood the entire document.



---

Produced by the Better Business Bureau.



/ AXA FOUNDATION

---

Sponsored by the AXA Foundation, the philanthropic arm of AXA Financial, Inc. As a provider of a broad range of financial products and services, AXA Financial, through its primary businesses, helps people plan for the future.



---

This publication has been reviewed by the National Alliance for Caregiving (NAC).