

The MassMutual Long Term Care Studies

Good News! In the United States we are living longer than past generations. And we have the ability to live long, active, and fulfilling lives. Today one out of every three 65 year olds can expect to live past age 90¹.

And as a population, we are aging well. Over the recent decades there has been significant advances in medicine and this continues at a rapid pace. So as we age, we may experience a need for long term care.

MassMutual Strategic Distributors has updated its Consumer Long Term Care in America study² to accompany our 2020 Financial Professional Study on Long Term Care (LTC) to better understand how consumers and financial professionals regard LTC, especially in light of the COVID-19 pandemic. The study reveals that clients want to have the discussion about LTC, and financial professionals feel it is their responsibility to have these discussions.

The MassMutual studies (including the 2020 MassMutual Financial Professional Study on Long Term Care) will help to understand the long term care (LTC) marketplace, the consumer need, as well as prepare for LTC discussions with clients. We have an extensive library of information regarding the studies and the findings.

We invite you to review the findings of **The MassMutual Long Term Care Studies**.

Please review the following materials for your use:

Guide: [“Activate Your Long Term Care Program”](#)

Whitepaper: [“MassMutual’s 2022 Long Term Care in America”](#)

Guide: [“Long term Care: How to have the discussion with your client”](#)

Please review the following material for client use:

LTC Information: [“Living life on your terms takes some preparation”](#)

FOR FINANCIAL PROFESSIONALS. NOT FOR USE WITH THE PUBLIC.

¹ Social Security Administration website, Benefits Planner | Life Expectancy. January 2021. Retirement Information for Medicare Beneficiaries, January 2021. <https://www.ssa.gov/pubs/EN-05-10529.pdf>

² The MassMutual Long Term Care in America Study was research on consumers, conducted by Greenwald Research in 2022. The MassMutual Long Term Care Study of Financial Professionals was research on financial professionals conducted by Greenwald Research in 2020.

