

# Protect Your Financial Future: Financing Your Retirement at Springpoint

An overview of the financial considerations when making a Springpoint community your new home



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## Planning for your future...

Choosing where to live during your retirement years is a multifaceted financial decision. “Aging in place” in your current home means dealing with the burden of home maintenance and uncertainty of rising property taxes and utility costs. It can also mean that you’ll need to make expensive modifications to make living arrangements safe, including nonslip flooring and shower surfaces, wider doorways and step-free layouts. Not only are the costs of property maintenance and upgrades something to consider, but healthcare needs may change, and you’ll want a cost-effective plan in place should this happen.

That’s why Springpoint makes planning for retirement as simple as possible. At our Life Plan Communities, we offer a financially secure lifestyle and peace of mind that your needs will be taken care of, now and in the future. Keep reading for an overview of the financial considerations when making a Springpoint community your new home.

### Topics We’ll Cover

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# Personalized Approach to Financing



*Perhaps the first question that comes to mind when considering the move to a senior living community: can I afford this?*

At Springpoint, we have several plan options designed to meet your specific financial goals. When you come in and talk to our sales counselors about your interest in moving to a community, the first step we take is learn more about what makes you, you. We recognize that each person's financial situation and goals are different. When you start your journey to a Life Plan Community, we get to know you and offer options that will help you tailor a plan that makes the most sense for your unique situation.



### **We begin by asking you a few questions:**

- What do you want in your retirement years?
- What is your lifestyle?
- What type of a living area are you looking for?

### **Then, we dig deeper into finances:**

- What sort of plan would fit in your budget?
- What assets do you currently have?
- What is your monthly income?

By learning about your unique situation, we're better able to consider your short- and long-term goals and find a plan that will help you stay financially comfortable, now and in the future.

If you would like assistance in your planning, we welcome your personal financial advisors, accountants or family members to be involved in the process. By bringing them into the conversation with our sales counselors, we're able to share with them the details of our financing options and help find the best plan that works for you—together.



# Life Plan Senior Living

You've worked hard your entire life, so now's the time to treat yourself to a Life Plan Community where everything you need to enjoy the best that life has to offer is all under one roof.

As a resident of our communities, you'll enjoy maintenance-free, spacious independent living apartments, cottages or villas with all the amenities, plus the comfort of knowing you have a secure financial plan for your future. You'll find everything you need to thrive in each of our Life Plan Communities, no matter where life's journey may lead you.

You get more value when choosing a Springpoint community. Your fees include:

- A secure home in the community and guaranteed access to our onsite services
- Onsite amenities, including programming, dining, wellness and more
- A maintenance-free lifestyle

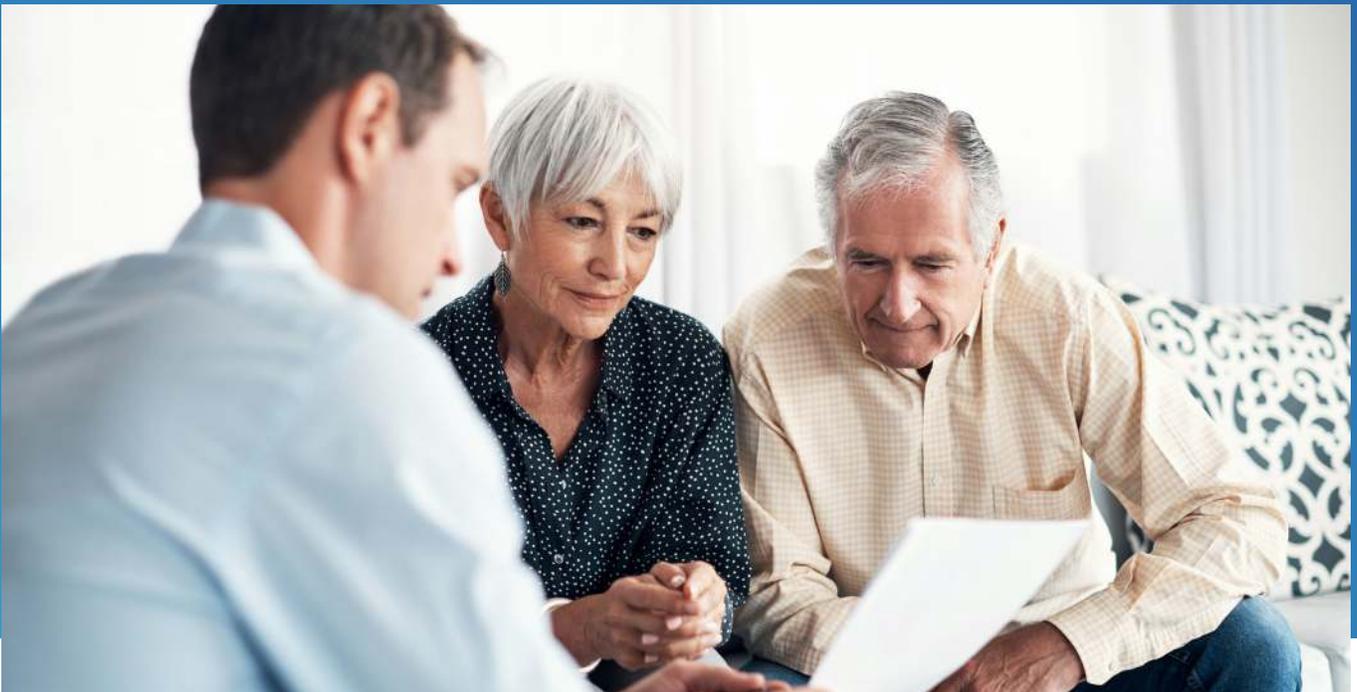




### *Entrance Fee*

When first moving to a Springpoint community, you pay an initial entrance fee. The entrance fee, which is based on the size of your residence and number of occupants, secures your apartment home and guarantees access to our onsite healthcare services.

One way we demonstrate the financial strength and commitment to you from Springpoint is to offer you several plan options designed to meet your specific financial goals. Within our family of communities, you'll find financial options to fit your budget, including the choice between either a refundable plan or a traditional plan.





### Types of Entrance Fees:

#### **Refundable**

With the return of a portion of your initial payment, this option is great if you wish to leave funds to your estate or if you may consider moving again at some point in your future.

#### **Traditional**

This option is ideal if you wish to pay a lower upfront amount and reinvest the difference saved. It is also an excellent choice if you have already planned for your estate and are obligated only to your own financial plans.

These two plan options give you the freedom and flexibility to select a contract option that is financially beneficial to you and your family. With both plans, you enter into our standard agreement that provides guaranteed access to our healthcare services.

Our standard agreement is an ideal way to enjoy a comfortable, secure retirement while only paying for the services you really need. We are so confident you're going to love living here that we offer a "Residents First Guarantee" to fully refund your entrance fee if you decide to leave our community within 60 days.



## *Monthly Service Fee*

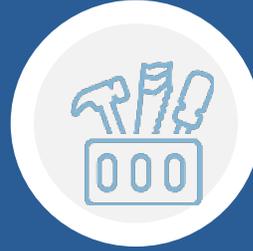
The monthly service fee is comparable to your current living expenses and include a full array of onsite services and amenities for wellness and entertainment plus a maintenance-free lifestyle.

The monthly service fee covers a variety of services and amenities, including utilities, interior and exterior maintenance, 24-hour onsite security, meals, housekeeping and transportation services. Because the Monthly Service Fee covers the majority of your living expenses in a single check, it makes monthly expenses more predictable and financial planning easier.

Our onsite senior living services and amenities include all you need to appreciate your passions and interests and improve on all areas of wellness. You'll enjoy new friends and an active lifestyle that includes full access to the community fitness center, library, enrichment programs, entertainment, spiritual care programs and much more. These amenities and activities are the core of the LivWell program, our award-winning whole-person wellness program. Each resident's overall wellness is top priority at all of our Springpoint communities.



*Maintenance-Free Lifestyle*



*Tired of pesky housekeeping? Inconvenienced by home maintenance and running errands? When you choose a Springpoint community as your home, you no longer worry about an abundance of chores and upkeep.*

Included in your monthly service fee, you have complete peace of mind to fully enjoy what you love to do because we take care of much of the housekeeping, outdoor maintenance, utilities, transportation, and safety and security.

Our incredibly attentive staff does all the heavy lifting, so you can take full pleasure in our restaurant-style dining, fitness center, daily activities and active lifestyle. Say goodbye to days filled with too much on your “to-do” lists—we take care of those tasks and chores for you.



# Breakdown of Monthly Costs

Your income may be fixed, but the future isn't. That's why we offer a monthly service fee that covers all your maintenance, utility and property tax costs and a multitude of unique conveniences and services.

When you consider the host of amenities and perks your monthly service fee offers, you'll find the cost of living here compares favorably to the expenses you're paying right now. In fact, dollar for dollar, you get a lot more comfort and pleasure at a Springpoint community.



## **NEXT UP: Monthly Expense Worksheet**

Add in your monthly expenses to this worksheet to get an idea of what your current costs may be compared to the monthly fee in a Life Plan Community.





# Springpoint Senior Living Monthly Expense Worksheet

Type of Cost	Current Monthly Expense	Monthly Service Fee
<b>Home Ownership</b>		
Mortgage or rent	\$	Included
Homeowners insurance	\$	Included
Homeowners or condo association fees	\$	Included
Property taxes (divide your annual payment by 12)	\$	Included
Utilities and related services (include electric, gas, water, sewer and trash removal)	\$	Included
Telephone and basic cable services	\$	Included
Home maintenance/upkeep	\$	Included
Property maintenance (include lawn care, snow removal, gutter cleaning, tree pruning, leaf removal, power washing, etc.)	\$	Included
Housekeeping services	\$	Included
<b>Lifestyle</b>		
Groceries and dining out	\$	Included
Transportation (include cost of gas, auto insurance, auto maintenance and other transportation services, such as private taxi, car service or public transit)	\$	Included
Cultural activities, lectures, classes and entertainment (include movies, shows and outings)	\$	Included
<b>Wellness</b>		
24-hour security and/or emergency services	\$	Included
Health club membership	\$	Included
<b>TOTAL</b>	\$	\$



### *Lifecare*

You never know what the future may hold and putting a plan into place for the unexpected offers great peace of mind. Once you need healthcare services, you should already be in a community where those services are offered—that's not the time to start looking.

That's where Springpoint comes in. We offer the complete continuum of care, which is all covered under the optional Lifecare contract. **Lifecare is the ultimate safeguard, offering a guarantee of on-site healthcare if and when the need arises, along with the promise of financial predictability.**



**Lifecare means...**



### **Financial Security, Now and in the Future:**

Lifecare offers financial predictability for future healthcare needs. This comprehensive plan ensures predictable monthly costs similar to what you would pay in independent living, even if you need a higher level of care. This means you are easily able to predict both short- and long-term financial expenses and goals.



### **Peace of Mind That Your Needs Will Be Met:**

At Springpoint, you have access to the full continuum of care. Our communities offer a variety of care options, including services such as a wellness clinic, assisted living, skilled nursing, post-hospital care, memory care and more. When you choose Springpoint, you're choosing the highest quality care.



### **Healthcare in a Place That's Comfortable:**

Not only are you protecting yourself from rising healthcare costs and ensuring your needs will be met, but you'll know exactly where this care will take place.

Select the lifestyle and level of care you need now knowing that, should your needs change, supportive services are available to you. This is a great advantage, especially for couples living in our Life Plan Communities, as there's no need to move if either you or your spouse need a higher level of care.





# Financial Benefits of a Springpoint Life Plan Community



*You are facing big decisions about your future. Finding the right retirement lifestyle requires complete information, careful research and asking the right questions.*

But the moment you decide to take control of your financial future and make a Springpoint Life Plan Community your home, you'll feel relief. You'll know your needs will be taken care of, now and in the future—especially when it comes to your finances.

Keep reading to explore how Springpoint Life Plan Community offer a plan for your future, what it means to live as a resident at a nonprofit community and potential tax advantages you may be eligible for.



### Plan for the Future

You may have heard of the terms “Life Plan communities” and “continuing care retirement communities” before, but maybe you aren’t really sure what the continuum of care really means. By definition alone, Life Plan Communities must offer various levels of living options and healthcare services. This way, residents are able to transition seamlessly from one level of care to another, should their needs change, and all in the community they love and call home.

Springpoint communities offer the assurance of a lifelong home in a setting that is comfortable, caring and supportive. They address changing healthcare needs as people age, offering living options from independent living to assisted living, skilled nursing and memory care—and at a predictable cost for you with the Lifecare option. Our Life Plan Communities offer a comprehensive lifestyle that allows residents and their families to relax and feel comfortable about life today and in the years to come.

The best way to feel confident about the future is to plan ahead for it. Take charge now, while all your options are open to you.



### **Nonprofit Expertise**

Springpoint's traditional nonprofit values lead to a great value for our residents. As a nationally recognized leader and one of the Mid-Atlantic's largest nonprofit providers of residential and home-based services and programs for seniors, you can be confident that decades of experience stand behind our organization.

Our residents—not shareholders—are our top priority. We have a residents-first mentality and are transparent with finances. Profits are returned directly to our communities so that we can bring you the highest quality staffing, dining, activities and healthcare. We're able to invest in new capabilities, talent and the latest approaches to care.

We are held to higher standards when it comes to our finances as a nonprofit. As a resident of a Springpoint community, you benefit from the resources and purchasing power of a strong, broad-based organization.



### Tax Advantages

You'll enjoy some tax benefits after you move to a continuing care retirement community. So not only are you preparing for what lies ahead, but there may be some financial benefits to doing so at the present moment.

A portion of your monthly fee and nonrefundable entrance fee is used to prepay future medical expenses. As such, this portion of your fee is considered medical in nature and may qualify for inclusion on your income tax return as prepaid medical expenses.

Everyone's financial situation is different, so we recommend talking to your accountant or financial advisor to better understand the tax advantages you may be eligible for.



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## *Start Your Journey Today!*

Our Springpoint sales counselors are available to assist you in researching and evaluating your options. The best way to begin the process is to schedule a personal consultation. We'll discuss your goals, preferences, budget and anything else you'd like to talk about. Call us so we can start to help you make an informed decision—that's why we're here.





## Contact Springpoint Senior Living

### **The Atrium at Navesink Harbor**

40 Riverside Avenue  
Red Bank, NJ 07701  
877-284-3884  
[atriumatnavesink.org](http://atriumatnavesink.org)

### **The Moorings at Lewes**

17028 Cadbury Circle  
Lewes, DE 19958  
302-727-0037  
[mooringsatlewes.org](http://mooringsatlewes.org)

### **Crestwood Manor**

50 Lacey Road  
Whiting, NJ 08759  
877-467-1652  
[crestwoodmanoronline.org](http://crestwoodmanoronline.org)

### **The Oaks at Denville**

19 Pocono Road  
Denville, NJ 07834  
877-693-7650  
[oaksatdenville.org](http://oaksatdenville.org)

### **Meadow Lakes**

300 Meadow Lakes, East Windsor, NJ  
08520  
877-504-1196  
[meadowlakesonline.org](http://meadowlakesonline.org)

### **Stonebridge at Montgomery**

100 Hollinshead Spring Road  
Skillman, NJ 08558  
877-636-1480  
[stonebridgeatmontgomery.org](http://stonebridgeatmontgomery.org)

### **Monroe Village**

1 David Brainerd Drive  
Monroe Twp., NJ 08831  
877-586-1552  
[monroevillageonline.org](http://monroevillageonline.org)

### **Winchester Gardens**

333 Elmwood Avenue  
Maplewood, NJ 07040  
877-319-9856  
[winchestergardens.com](http://winchestergardens.com)

### **Springpoint Home Office**

4814 Outlook Dr. Ste 201, Wall Township, NJ 07753

[springpointsl.org](http://springpointsl.org)