

***Collaborating for Better Outcomes
Financial & Aging Life Care Management Professionals***

Enhancing Client Care through Interdisciplinary Collaboration

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Enhancing Client Care through Interdisciplinary Collaboration Presentation Overview



Disclaimers
Aging Life Care Managers
Fiduciary Responsibilities and their role
Why Are We Here
Collaborative Advocacy
Importance of Collaborating with Professionals
“The Village”
Case Study 1 & Case Study 2
Person Centered Planning Financial Care Planning
Life Care Management Tools
Successful Collaboration

Disclaimer

Every situation is unique, and all recommendations made here today are for educational purposes only and to provide a guide to you/your loved one but may not be necessarily applicable to your individual situation.



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Aging Life Care Professional™



Knowing The Difference

1. Certification and
Experience Continuing
Education

2. Licensure in
professional practice

3. Recommendations

4. Working with other
professional practioner,
attorneys, physician
groups, financial
advisors, Counselors, etc.

5. Affiliation with national
organization for
standards of practice
and code of conduct.



How an Aging Life Care Professional Helps

Professional Support

Assesses needs

Develops a plan

Expert knowledge with medical and social resources

Vetting of Resources

Crisis intervention
(ER or caregiver crisis)

Assist with maximizing Public Benefits and Programs

Educate RP's with appropriate use of funds, monitor expenses

Work with SNT Options (Ex: ABLE Accts) Partner with a financial planner

Assess and Determine DME and Adaptive Equipment Needs as client need changes

Coordinates Care

Communication with medical and social teams

Continuous oversight on Social Security and Benefits to avoid jeopardizing current benefits

Ongoing assessment of medical needs, attend md appts, ensures orders md orders carried through

Ensures quality & effective care

Coordinate with Guardian to plan and monitor. Assist with annual reporting information.



"Planning now, for peace of mind later."

Senior Care Management, Inc.
& Care Consultants

Fiduciary (Conservator/Trustee) of the Estate: Responsibilities

- **The Fiduciary should develop and implement a financial plan and budget for the management of income and assets that corresponds with the care plan for the person** and aims to address the goals, needs and preferences of the person. The Fiduciary of the estate and the guardian of the person (if one exists) or other health care decision-maker should communicate regularly and coordinate efforts with regard to the care and financial plans, as well as other events that might affect the person.
- Fiduciary shall value the well-being of the person over the preservation of the estate.
- Fiduciary shall maintain the goal of managing, but not necessarily eliminating, risks.
- The financial plan shall emphasize a “person-centered philosophy”.
- **“Needs-Based Approach to Financial Decisions” embodies all of these principles and helps to maximize the client’s welfare.**

Why Are We Here?



Many special needs trusts are set up to last for a beneficiary's lifetime. Others, to last as long as possible. Trustees may request an analysis on how long the money in trust will last given historical and projected spending.

Families oftentimes ask the attorney how much should be funded into an SNT to provide for the lifetime care of their loved one with special needs.

This program will help provide the needed tools to prepare a depletion analysis of a special needs trust.

A fountain pen with a white and black body and gold accents lies on a wooden desk. Next to it is a black calculator. In the foreground, a document with large, bold, black text is visible. The text on the document includes the words 'champion', 'ocate.', 'pporte', 'romot', and 'ves'. The background is a green and blue geometric pattern.

Collaborative Advocacy

Ensuring that clients receive well-rounded care that addresses both their health and financial needs. This partnership leads to more informed decision-making, better resource management, and ultimately, a higher quality of life for aging individuals.

LEGAL - FINANCIAL - LIFE CARE MANAGEMENT

Medical Crisis
Slip and Fall
Aging Parent Suddenly Passes
Medication Mismanagement
Self Neglect (Hoarding)
Caregiver Exploitation
Isolation

The “What if” Scenarios



The Importance of Collaboration

- ▶ Holistic Care Approach
- ▶ Comprehensive Planning
- ▶ Integrated Solutions
- ▶ Optimizing Solutions
- ▶ Efficiency in use of funds
- ▶ Access to Services
- ▶ Improved Client Outcomes
- ▶ Enhanced Quality of life
- ▶ Risk Management
- ▶ Preventing Crisis

**TRANSITIONS IN
AGE**

**TRANSITIONS IN
CARE**

CASE STUDY #1

Referred to Mir Care Consultants in May of 2008 (age 9 years) and has been on Life Care Management services

Client is a Special Needs Trust client.

Client continues to be cared for by his primary caregiver, his mother, and brother,

He continues to reside in his primary home setting in Ed Couch, Texas.

Both father and grandmother who were also caregivers died during COVID





Legal and Financial History

Client's mother serves as client's Guardian of Person.

Legal consult for all Advanced Directives with a Texas Legal Firm.

Client is in receipt of Social Security Disability benefits and has both Medicare and Medicaid medical insurance assistance.

Monthly disbursements are received from Special Needs Trust established following birth injury.

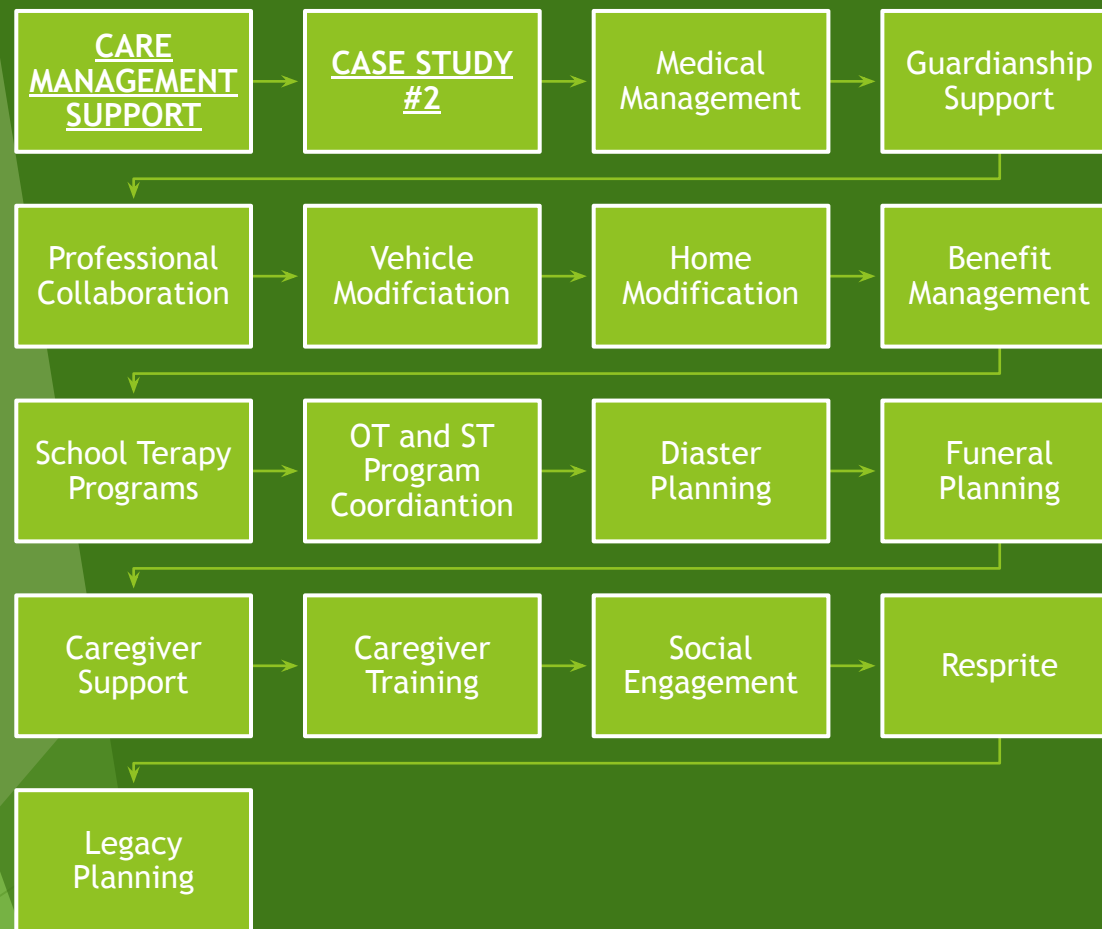
Mother 'manages most of client's financial planning with the maximum of assistance of Mir Care Service - Life Care Management team. Collaboration of needs is with financial and Mir Team with the center of care needs on client.

Legacy Planning

ALCA

8

knowledge areas



CASE STUDY #2

Client/Ward is a 43-year-old divorced female, currently living in a rented She has 3 children,. In the midst of a custody battle with ex spouse.

Was independently working/caring for her children prior to a catastrophic accident on March 15, 2018 which has left her with a traumatic brain injury and quadriplegic. long history of rehab placements and assessments completed. Client to get in the best physical condition as possible to regain custody of her children

Complex medical care needs, frequent hospitalization, altered mental status

Functional Status: Client is functional and able to speak slowly and clearly regarding her thoughts and wishes. care and is very aware of her needs. Client is wheelchair bound and total assist for all ADL's.

Work with dynamics of client expectations and care wants and demands. To date 90 Caregivers. 2 year time frame.



LIFE CARE MANAGEMENT SUPPORT

CASE STUDY #2_F

Care
Coordination

-Multiple ER
Visits

-Extensive
Inpatient
Therapy

-Physician
Attendance a

Vetting and
Hiring Caregivers
(TEAM)

-Training
Caregivers

-Managing Client
Caregiver
Dynamics

-Home
Modficiations

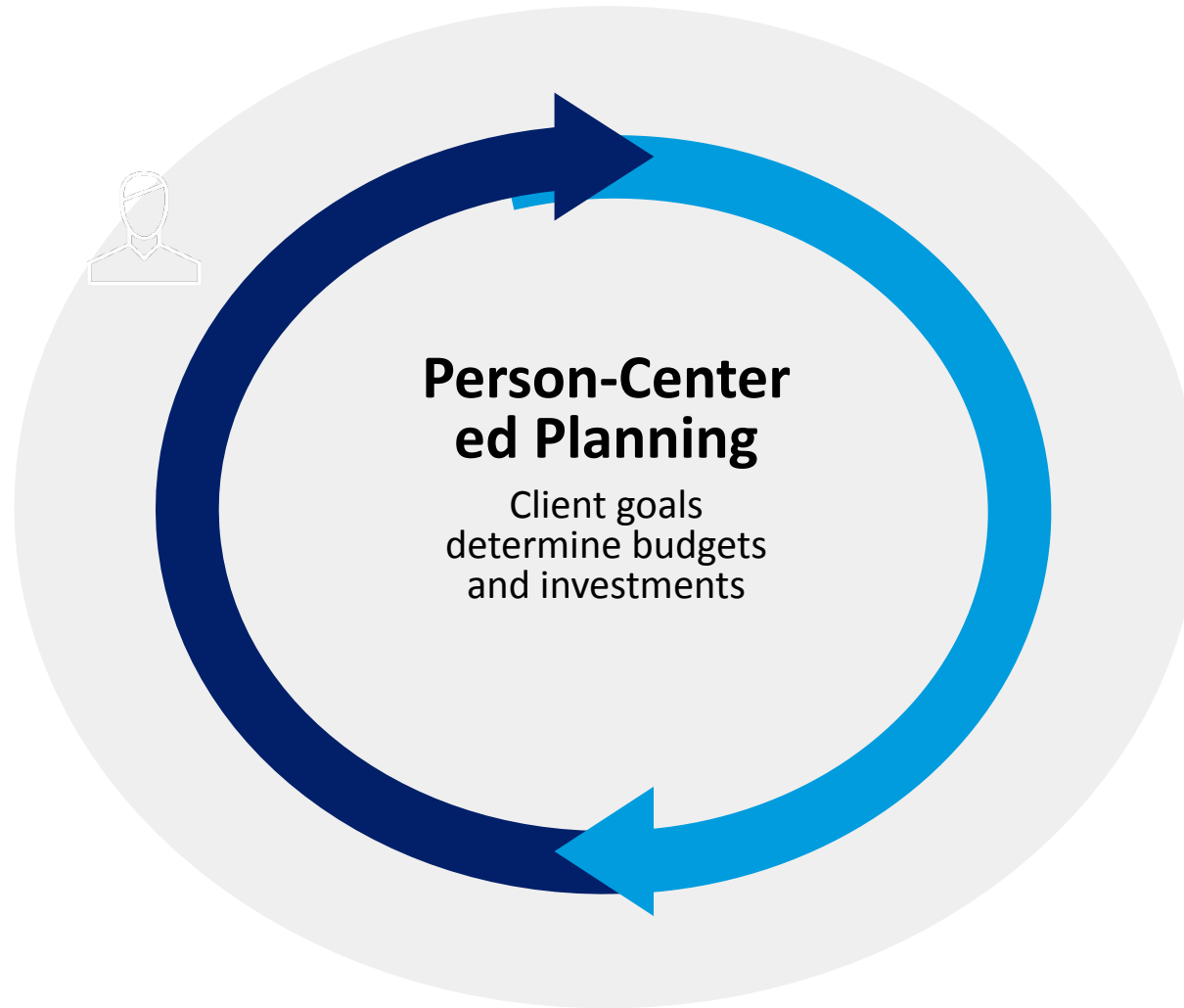
Safety
Assessments and

Benefit
Management

-Waiver Program

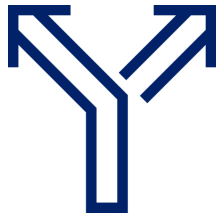
Child Custody
Support and
Coordiantion

Exploitation
Prevention



Financial Modeling Capabilities

Analyze and evaluate the client's current financial status to help you gain a greater understanding of where your client is in relation to his/her goals and what you can do to pursue them.



What-If
Scenarios



Goal Funding
Status



Net Worth
Statement



Asset Allocation
Analysis



Analysis



Education
Analysis



Stock Options
Analysis



Review/Monitor
The Plan

How Should a Trustee Set Up a Budget

Compare Income and Expenses

- Determine the “Needs” versus the “Wants”

Be Prepared to Make Appropriate Changes/Adjustments

- Best Case, Worst Case and somewhere in between

Test & Monitor Budget

- Meet with advisor quarterly to discuss budget/situation

Update Budget when Client has Material Life Changes

- Client moves from independent living to assisted living

Basics of Creating a Depletion Analysis “Spending Plan”



Year	Age	Expenses
2020	31	(\$66,625)
2021	32	(\$68,071)
2022	33	(\$69,548)
2023	34	(\$71,057)
2024	35	(\$72,599)
2025	36	(\$74,174)
2026	37	(\$75,784)
2027	38	(\$77,429)
2028	39	(\$79,109)
2029	40	(\$80,825)
2030	41	(\$82,579)
2031	42	(\$84,371)
2032	43	(\$86,202)
...	...	\$...
2047	58	(\$118,951)
2048	59	(\$121,532)
2049	60	(\$124,170)
2050	61	(\$126,864)
2051	62	(\$129,617)
2052	63	(\$132,430)
2053	64	(\$135,304)
2054	65	(\$138,240)
2055	66	(\$141,239)
2056	67	(\$144,304)
2057	68	(\$147,436)
2058	69	(\$150,635)
2059	70	(\$153,904)
2060	71	(\$157,244)

Effect of Increasing Expenses

Inflation

Assumes annual inflation rate of **2.17%**

40 Years = Starts at \$66,625 and Ends at **\$174,529**

Expenses increase **\$107,904 (162% increase)**

Client can no longer afford

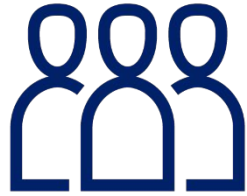
- Therapies
- New Adaptive Vans
- Home Maintenance
- Prostheses
- Caregivers
- Payments to family
- Assisted Living or Skilled Nursing

Source: Merrill Lynch Wealth Management Report

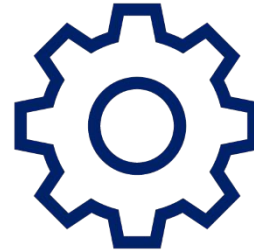
Optimization and Forecasting



**Determine “Wish List”
of Needs/Wants**



**Collaboration with
Expert Professionals**



**Alternative Solutions
(Placement)**



Prioritization

Testing the Budget/Spending Plan



Age, Life Expectancy

RATED AGE and
Actuarial Life
Expectancy

Inflation

Taxation

Risk Tolerance Various levels

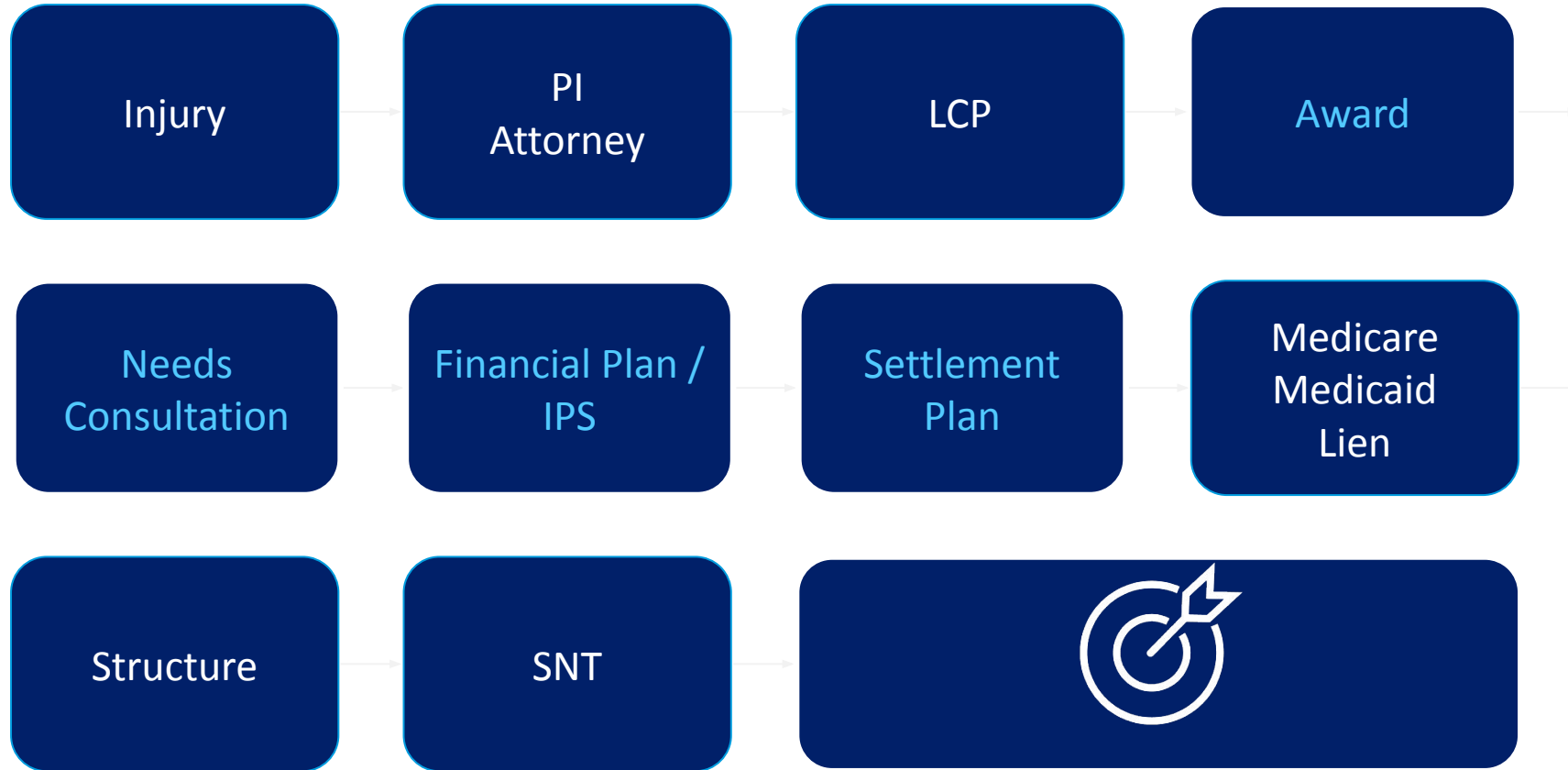
Probabilistic Forecasting

How likely is the
proposed budget to
be fulfilled?

How likely are
alternative scenarios?

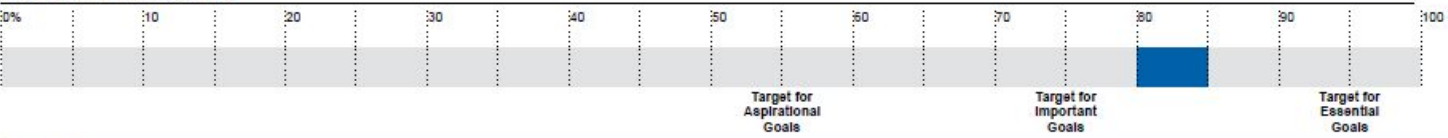
Monte Carlo simulations are the result of running a large number of random scenarios in an attempt to determine the most probable performance results of a given portfolio. These simulations may be based not only on past performance information, which is not indicative of future results, but they may also be based on hypothetical performance for certain periods and for certain underlying funds or accounts. No representation has or could be made that these probabilities will be representative of an actual account. Please see "Additional Disclosures" at the end of this material.

Optimal Settlement Process



Depletion Analysis: Key Factors – Likelihood of Success

100% Liquid
Key Factors: Likelihood of Success
 Scenario Name: 100% Liquid



GOALS			
Goals	Time Period	Annual Goal Amount	Likelihood of Success
Overall Likelihood of Success			
80% - 85%			
Other Goals/Expenses			
Annual Potential Spending Plan	2020 through Rest of Life	\$60,000	80% - 85%

ASSET ALLOCATION STRATEGY†											OTHER FACTORS			
Year	Allocation Strategy	%EC	%FI	Allocation				Expected Geometric Returns by Confidence Level (%)				Standard Deviation %	Retirement Age	Retired
				%CA	%K	%IFS	%PE	95%	80%	50%	30%			
2021	Moderate	65.00	33.00	2.00	0.00	0.00	0.00	3.36	5.19	7.14	8.37	11.80		

†Expected Geometric Returns by Likelihood of Success based on Merrill's long-term capital market assumptions. See *Important Forecasting Assumptions* under *Appendices: Understanding Your Analysis and Important Information*. The Asset Allocation Strategy considered in the Cash Flow and Potential Wealth Analysis does not include education assets, see *Appendix: Understanding Your Analysis*, and *Important Information: Important Forecasting Assumptions* sections.
 In addition to the factors listed on this page, illustrative returns shown will be impacted by taxes, fees (where applicable), inflation, asset value and account structure in which case your actual investment returns will be lower. The outcomes shown are hypothetical, are not guaranteed and your actual results could differ significantly for many reasons. Goal Priority is not a factor in the Likelihood of Success results. Goals/expenses are funded chronologically in the Cash Flow and Potential Wealth Analysis. For important information about how your Asset Allocation Strategy was determined refer to *Appendix: Understanding Your Analysis, Your Asset Allocation Analysis*. Important information about asset allocation, analytics processing, impact of taxes and capital market assumptions can be found in the *Appendix: Understanding Your Analysis, Important Forecasting Assumptions; Your Retirement Cash Flow and Potential Wealth Analysis* and *Appendix: Important Information; Income Tax Estimation, Projected Rates of Return*. The inputs that drive this analysis can be found in *Appendix: Client Profile and Important Information, External Assets*.

Depletion Analysis: What-If Scenario Planning (Risk Reduction)

SAMPLE

Category	Current Model	Moderately Conservative Model	Conservative Model
Likelihood of Long-Term Success	80%-85%	85%-90%	85%-90%
Annual Budget	\$28,000	\$28,000	\$28,000
Potential Wealth at Life Expectancy	\$64,051	\$89,391	\$53,351
Achievable Lifestyle	\$28,210	\$28,839	\$28,109
Asset Depletion (Year & Age)	Not Depleted	Not Depleted	Not Depleted
Risk	15.32%	8.95%	6.17%
Return @ 80% Probability	8.77%	6.77%	5.61%
Risk Reduction	N/A	41.58%	59.73%
Return Reduction	N/A	22.81%	36.03%

Review of Performance

Investment Performance Evaluation

01

Asset Allocation Compliance and Risk Drift.

02

Total Performance = gain/loss, interest & dividends, cash flows in and out.

03

Risk/Return ratios identifying performance per unit of market risk, such as the Beta coefficient or Sharpe ratio of the portfolio.

04

Relative performance comparison to equally weighted, risk adjusted benchmark index.

05

Investment cost benefit analysis.



Areas of Collaboration **PLANNING WITH A PURPOSE**

- ▶ Care Planning Management
- ▶ Long Term Financial Planning
- ▶ Crisis Management
- ▶ Risk Management
- ▶ Estate Planning Legal Coordination
- ▶ Client Family Education
- ▶ Ethical & Legal Compliance
- ▶ Crisis Prevention
- ▶ Review and Monitor

AGING LIFE CARE MANAGERS TOOLS



Holistic Care Planning Approach



Medical Record Reviews



Collection and Compiling Medical Summaries with Documentation



Collaboration with “village of professionals



Letters of Intent



Legacy Planning



Cognitive Therapy Tools



Social Engagemnt Care Management



LETTER OF INTENT

- ▶ FAMILY HISTORY
- ▶ RESOURCES THAT PROVIDE ASSISTANCE
 - ▶ Churches
 - ▶ Community Organizations
 - ▶ Public Agencies
- ▶ Residential care needs
- ▶ Educational information
- ▶ Employment Guidance
- ▶ Social, behavioral and personal relationships
- ▶ Social and recreational activities
- ▶ Finances
- ▶ A day in the life
- ▶ Final Expressions of love, hope and desires
- ▶ Review
- ▶ Make it personal from your point of view

MEDICAL SUMMARIES

Short Summary

Primary Dx, Relevant Symptoms and Dx. Primary Issues

Long Medical Summary

Deemographic Data	Hospitalizations
Primary Dx	Medications
Presenting Symptoms	Allergies
Birth History	Family and Social History
Past Medical History	Education
Test and Results	Diet
Significant Lab Findings	Immunizations
Surgical History	Development



MEDICAL SUMMARY

Medical Summary for Child XYZ

Name: _____ **Birthdate:** _____
Address: _____
Phone Number: _____

Primary Diagnoses

While you do want to be relatively complete, it is not necessary to list every single diagnosis in this section. For example, my daughter has many small diagnoses, such as anemia and keratosis pilaris, that do not need to be listed because they are of secondary importance. Try to stick to the most important diagnoses, and keep it under 15 if possible.

Presenting Symptoms

Some children do not have a firm diagnosis but have a clear set of symptoms. This is the relevant section for listing out any symptoms that are not explained by the diagnoses listed in the Primary Diagnoses section. In some cases, it may also be useful to expand on the diagnoses listed above if your child has a "catch-all" diagnosis like Cerebral Palsy or a Metabolic Disorder.

Birth History

Indicate if your child was born at term or premature. List any major problems during pregnancy and delivery. Detail the length of NICU stay and what interventions were necessary, such as ventilation or heart surgery.

Past Medical History

This section will likely be one of the longest sections. List out, by specialty, the relevant history over your child's life for each area. Listed below are the specialties I cover in my daughter's medical summary. Note that I collapse some specialties together, such as putting ENT, allergy, and pulmonology under the general category "Respiratory."

- Neurological
- Gastrointestinal / Nutrition
- Respiratory
- Infectious Disease / Immunology
- Urological
- Hematological
- Dermatological / Circulation
- Cardiac
- Endocrine

CARE BOOK

Pages to create a Health Care summary

Páginas para crear un resumen de atención médica

CSHCN Emergency Health Information Sheet Page 1 (Care Notebook) (📎 129 KB)
 CSHCN Emergency Health Information Sheet Page 2 (Care Notebook) (📎 134 KB)

CSHCN Información de Emergencia (Emergency Health Information Page 1 Spanish) (📎 227 KB)
 CSHCN Información de Emergencia (Emergency Health Information Page 2 Spanish) (📎 201 KB)

Doctors Appointments Page (Care Notebook) (📎 47 KB)

Página de Citas con el Médico (Doctors Appointments Care Notebook Spanish) (📎 85 KB)

Diagnoses and Conditions Page (Care Notebook) (📎 107 KB)

Página de Diagnósticos y Condiciones (Diagnoses-Conditions Care Notebook Spanish) (📎 158 KB)

Nutrition Page (Care Notebook) (📎 75 KB)

Página de Nutrición (Nutrition Care Notebook Spanish) (📎 94 KB)

Diet and Tube Feed Tracking Page (Care Notebook) (📎 79 KB)

Página de Seguimiento de la Alimentación por Alimentación y por Sonda (Diet Tube Feed Tracking Care Notebook Spanish) (📎 102 KB)

Surgeries or Procedures

Child's Name: _____

Type of Surgery/Procedure	Surgeon/Physician/Hospital	Date(s)

Diagnoses and Conditions

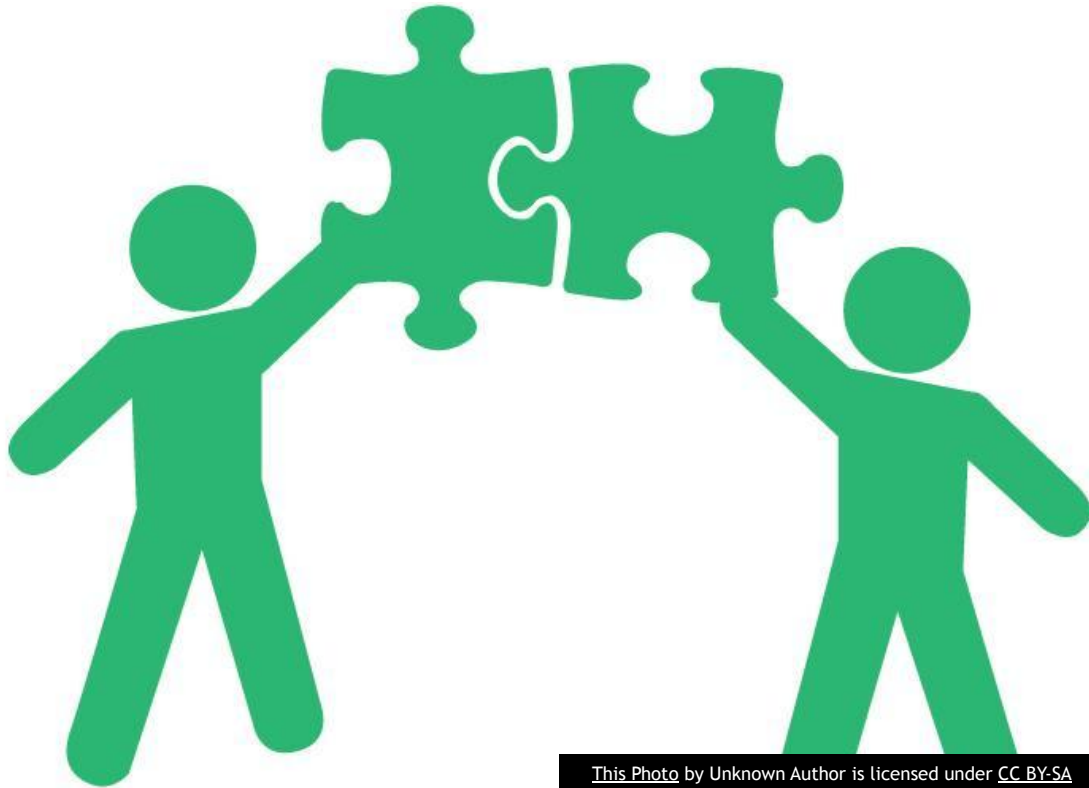
This page helps you document your child's official and suspected diagnoses, along with the dates and other notes you may take about them.

Child's Name _____ Date of Birth _____

Diagnosis or Suspected Diagnosis	Provider Who Gave Diagnosis or Working on It	Date	Notes

Success in Collaboration

What Works



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- ▶ Establish Clear Communication Channels
- ▶ Define Roles and Responsibilities
- ▶ Develop a Joint Care and Financial Plan
- ▶ Collaborative Goal Setting
- ▶ Respect Professional Boundaries
- ▶ Resource Sharing
- ▶ Shared Focus on Client's Best Interests
- ▶ Review and Adjusts Plans Regularly
- ▶ Involve Client and Family When Possible
- ▶ Anticipate and Manage Challenges
- ▶ Set the other up for success

Click on the tab that best matches your search criteria.

- To search by ZIP code use the first tab. Look up a [ZIP Code here](#).
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- For International members, click the third tab.

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Please note: Expand or reduce the distance radius as necessary. Results will be displayed by member level and distance within the defined radius. Use Advanced Search to search by other parameters, including member name, company name, or city/state.

*ZIP Code *Distance

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How to locate an AGING LIFE CARE Professional in your area.

www.aginglifecare.org

Kristin J. Martinelli, LMSW, CCM

Senior Director

Mir Senior Care & Care Consultants, Inc.



Join date 10/26/2020

Member Level: Advanced Professional
Chapter(s): South Central Chapter

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Areas of Practice: Advocacy, Assessment, Care Management, Consultation, Crisis Intervention, Education, Guidance for Adults with Disabilities, Placement

Additional Information

About

As a licensed master social worker, certified care manager and certified Texas Guardian, I have a strong interest in helping others understand what they are looking for, as well as supporting them as they achieve their goals. I have been a Care Manager for over 10 years and previously worked over 11 years in the long term care industry.

Past Experience

Care Manager with Mir Care Consultants 2013-current Marketing Director in Skilled Nursing 2002-2013

Education

Licensed Master of Social Work with concentration in Applied Gerontology from Univ of Maryland in 2002

Bachelor of Social Work with minor in Applied Gerontology from Univ of North Texas in 2001



The Special Needs Team

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