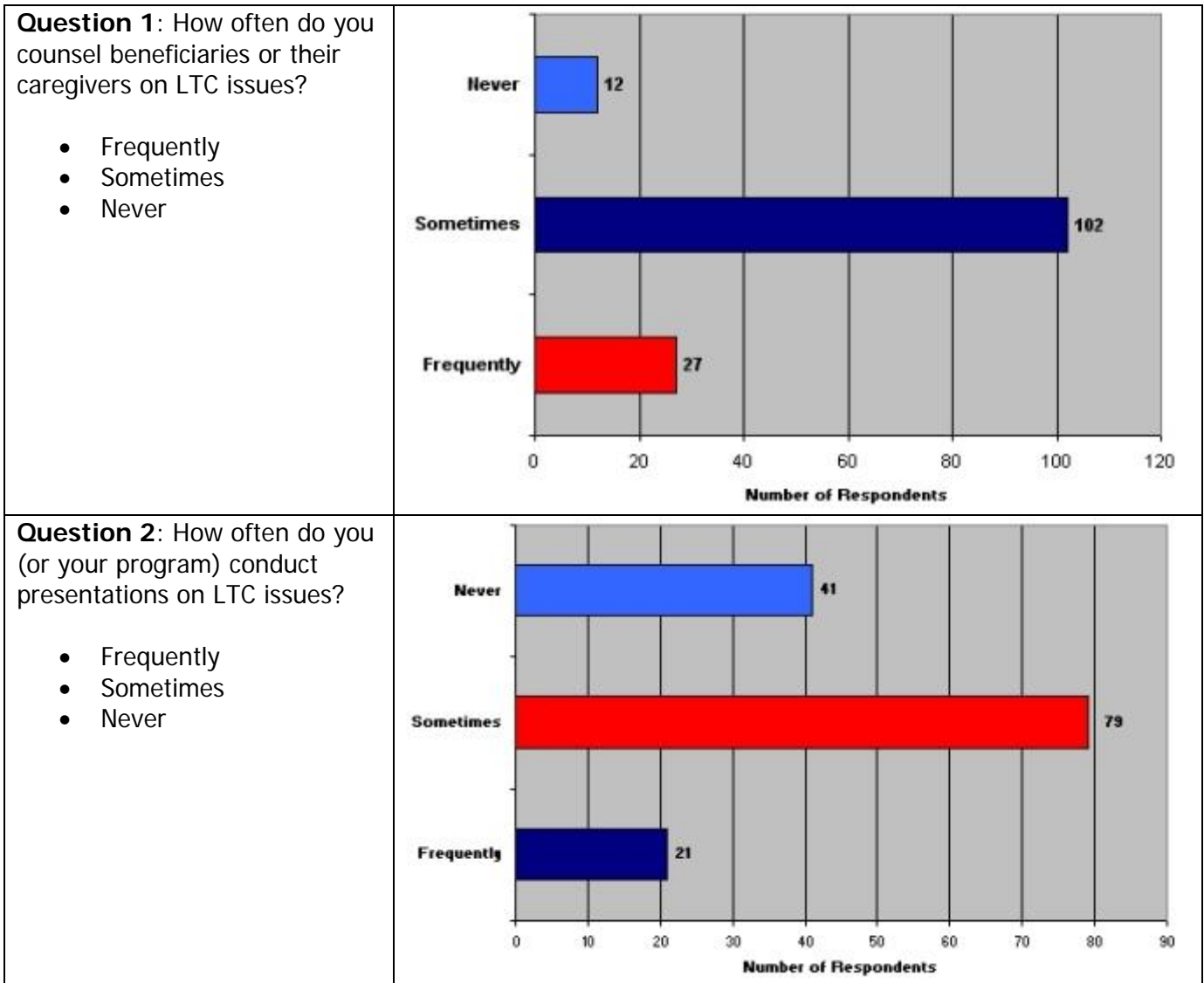


Survey Results: Long-Term Care SHIP Activities and Wish List July 2008

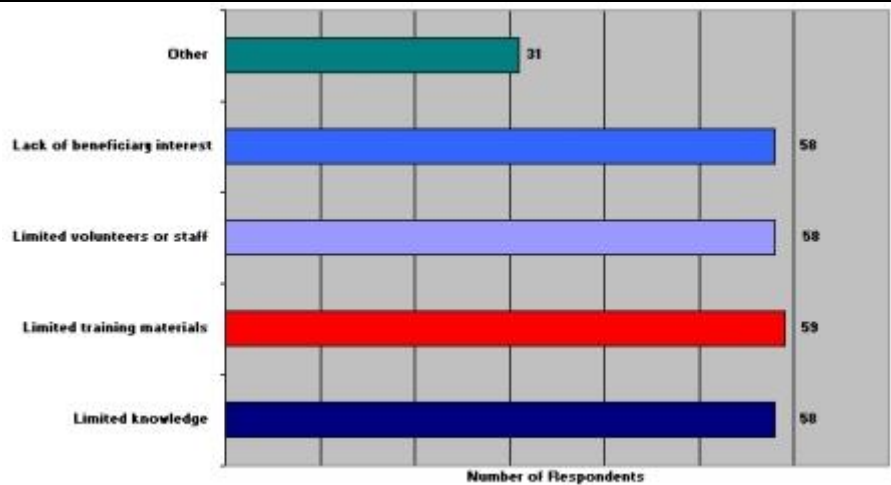
The Basic SHIP Grant requires SHIPs to provide counseling and education around long-term care (LTC) insurance and financing options. To help HAP learn how we can play a larger role in assisting SHIPs on this effort, we asked you, the experts. Below is a summary of the results from HAP's *Polling the Experts* survey on LTC.

In the near future, HAP will work with SHIPs to develop best practices and FAQs on LTC issues. As always, please share additional ideas with us at SHIPHelp@hapnetwork.org.



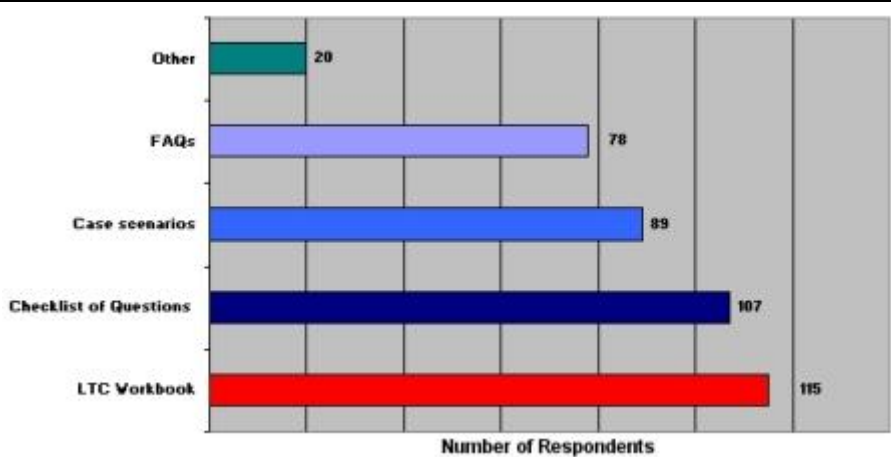
Question 3: What factors prevent you (or your program) from counseling/educating beneficiaries about LTC?

- Limited knowledge of LTC policies and issues
- Limited training materials on LTC policies and issues
- Limited volunteers or staff to provide LTC counseling
- Lack of interest in LTC on the part of beneficiaries
- Other



Question 4: Please rate the top three tools you would find most helpful.

- Counseling Tool: "LTC Workbook"
- Counseling Tool: Checklist of questions to consider when meeting with a LTC insurance agent



Question 5: Of the following, which TWO would you be most interested in receiving additional training or information?

- LTC Basics
- LTC Insurance & Private Market
- The Partnership for LTC
- Outreach & Education strategies
- Other

