

Seniors face  
*tough choices.*



We help them make  
*good decisions.*



Tarpley & Underwood  
ElderCare Advisors, LLC



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We help them make **good decisions.**



Improved healthcare and healthier lifestyles are extending our lives. But the longer we live, the more difficult challenges we face. Choosing healthcare services, securing long-term care benefits, ensuring sufficient income to last through an extended lifetime – these are complex issues that require professional counsel and planning.

Tarpley & Underwood ElderCare Advisors, LLC, was founded with the sole objective of providing CPA ElderCare Services to Georgia seniors and their families. We provide expertise in the areas of:

- ElderCare Planning and Consulting
- ElderCare Personal Finance
- ElderCare Insurance

We provide our clients with unbiased, timely information, sound planning advice, as well as assistance in selecting appropriate long-term care insurance and Medicare supplemental insurance (Medigap) products. We serve as advocates, ensuring cost-effective services and benefits are secured. We also assist clients with their ElderCare personal finances – from paying bills, to filing tax returns for in-home care providers, to planning and preparing their individual income tax returns.

With so much focus on a growing senior population, key issues surrounding their lives are undergoing constant and significant change. Consider the following recent headlines and what they imply for the elderly:

*"Shorter Hospital Stays Lead to Increased Nursing Home Admissions"*

*"Study Reveals High Cost of Alzheimer Care"*

*"State Cash Flow Reductions May Squeeze Medicaid"*

*"Congress Reauthorizes Older Americans Act"*

*"Aging RN Workforce May Lead to Nurse Shortages"*

*"Senate Investigates Nursing Home Staffing Levels"*

*"Respite Care Provides Relief for Full-Time Caregivers"*

*"Few Americans Understand Long Term Care Insurance"*

*"U.S. Tax Bill Expands Pension Options for Seniors"*

# A complex, ever-changing world

## The emerging need for ElderCare

In addition to the fact that people are living longer, many other circumstances today have contributed to the growing need for ElderCare services.

**An increasing number of options ...** Seniors are routinely faced with having to make critical choices about issues as diverse as housing, healthcare financing, long-term care services, protecting and maximizing assets, and asset distribution planning.

**Increasingly complex choices ...** Decisions about healthcare financing issues like Medicare, Medicaid, Medigap and long-term care insurance require the support of a professional who is focused on the regulatory and tax issues of senior services and benefits.

**Irregular family support ...** Grown children have neither the time nor expertise to provide all the support their elderly parents need. Further, most families are geographically dispersed and have limited time together.

**Making resources last ...** Costs, in particular healthcare costs, continue to escalate. As we grow older and as our demand for these medical services increases, expert planning is critical to ensuring sufficient income to last through an extended lifetime.

Tarpley & Underwood ElderCare Advisors provides our clients with ElderCare services and products that meet their unique needs and concerns, as well as provide peace of mind for their families. As practicing CPAs who specialize in ElderCare, we are committed to providing our clients with superior, value-added services, ever mindful of the client's comprehensive financial condition.

### Key, comprehensive services

Tarpley & Underwood ElderCare Advisors offers a broad range of services.

- Our *ElderCare Planning and Consulting* services have been developed specifically to address the key concerns of ElderCare clients and their families.
- Our *ElderCare Personal Finance* services help seniors manage their money and organize their financial lives.
- Our *ElderCare Insurance* services are designed to help seniors choose cost-effective insurance coverage.

### ElderCare Planning and Consulting Services

We call on our background in healthcare as well as financial planning to provide planning and consulting on the most important issues to the elderly. We understand and remain current on Medicare, Medicaid and Social Security as well as private plans, including individual and employer-provided retirement benefits and long-term care insurance. We help seniors cut through the clutter to make the best decisions on housing. And we help secure services from government, healthcare providers, even social service providers.





Among the services we provide are:

- Evaluating ElderCare financing options – Medicare, Medigap, Medicaid, long-term care insurance.
- Making recommendations for funding healthcare and long-term care expenses.
- Providing assistance in planning for housing and support service needs, as well as providing ongoing evaluation of the related costs.
- Planning for potential fiduciary needs in conjunction with the client's attorney.
- Coordinating support and healthcare services.

### **ElderCare Personal Finance**

Tarpley & Underwood ElderCare Advisors, LLC, is affiliated with Tarpley & Underwood, P.C., a large regional accounting firm that has provided financial oversight for individuals and businesses since 1978. We provide guidance based on a thorough understanding of all our client's finances. Our comprehensive point of view is of particular value to elderly clients who have so many and critical financial issues to coordinate. Among the services we provide are:

- Handling routine financial transactions, such as paying bills, making deposits, and summarizing household income and expenses.
- Preparing and filing payroll and related tax forms for in-home care providers.



Tarpley & Underwood ElderCare Advisors is directed by Phillip G. Sanders, MSHA, CPA. Phil is a Certified Public Accountant in the state of Georgia, a member of the American Institute of CPAs and Fellow in the Georgia Society of CPAs. Phil's background includes more than 10 years as a senior administrator in the healthcare industry, including service at several large not-for-profit hospitals and as Executive Director of a healthcare physician group practice. Phil received his Bachelor of Science and Master of Business Administration degrees from Louisiana State University, and earned his Master of Science in healthcare administration from the University of Alabama at Birmingham. He completed his residency in healthcare administration at Morton Plant Hospital in Clearwater, Florida. Phil is a licensed insurance broker in the state of Georgia, specializing in health plans for seniors – i.e., long-term care insurance and Medicare supplemental insurance (Medigap).

- Determining whether investments are being managed per the client's instructions, and making alternative recommendations where appropriate.
- Coordinating assets to ensure sufficient income to last an extended lifetime.
- Providing income tax and estate tax planning and compliance services.
- Ensuring that our clients actually receive the healthcare and retirement benefits to which they are entitled.

### ElderCare Insurance Services

As part of our comprehensive view of a senior's overall financial well-being, we consider the need for insurance coverage. Insurance plays an important role in paying for healthcare services and protecting retirement assets. Among the services we provide are:

- Evaluating the client's potential need for long-term care insurance and Medigap insurance from a cost-benefit perspective.
- Making recommendations for securing the most cost-effective long-term care and Medigap insurance products.
- Keeping current on the financial soundness of the insurance carriers selected by our clients to ensure their benefits are available when needed.

The professional staff of Tarpley & Underwood ElderCare Advisors is licensed to sell long-term care insurance through a variety of insurance companies. We are pleased to sell insurance products to our clients after a careful evaluation of their specific needs. However, our service is not contingent upon the client's purchase of insurance.

A quarter century  
of quality service

Tarpley & Underwood, P.C., was founded in 1978. The firm provides services principally in the areas of auditing, accounting, tax planning and compliance, and management consultation to individuals and business clients. Tarpley & Underwood has built a reputation for providing quality service to clients. Our professionals are active in civic, community, religious and political organizations, and serve as officers of industry associations.



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