

LET'S TALK MONEY®

March/April 2026

Benefits of Long-Term Care Insurance

Long-term care (LTC) insurance offers crucial financial protection for individuals who require ongoing assistance with daily activities due to aging, chronic illness, or disability. As healthcare costs rise, LTC insurance offers significant benefits, making it an essential consideration for many.

Financial Security

LTC insurance covers expenses for services such as in-home care, assisted living, or nursing homes, which can cost \$50,000 to \$100,000 annually, according to 2025 estimates. Without coverage, these costs can deplete savings, burden families, and force them to rely on Medicaid, which may limit their care options. LTC insurance preserves personal assets and retirement funds, ensuring financial stability.

Flexible Care Options

Policies typically cover a range of services, from home health aides to adult daycare, allowing individuals to choose care settings that suit their preferences. This flexibility supports aging in place, which 70% of seniors prefer, according to AARP data, thereby enhancing comfort and independence.

Reduced Family Burden

Without LTC insurance, family members often become unpaid caregivers, leading to emotional and financial strain. LTC coverage alleviates this by funding professional care, preserving family relationships, and reducing stress. According to Bankrate, in 2025, with



46% of Americans lacking sufficient emergency savings, relying on family support is increasingly unsustainable.

Tax Advantages

Premiums for qualified LTC insurance may be tax-deductible as medical expenses, subject to IRS limits based on age. For small business owners, the One Big Beautiful Bill Act (OBBA) of 2025 enhances deductions for employer-provided benefits, potentially lowering costs for self-employed individuals or those offering LTC to employees.

Why It's Important

LTC insurance is crucial for those over 50, individuals with chronic health conditions, or those with family histories of prolonged illness, as 52% of people turning 65 will need long-term care, per the U.S. Department of Health. Planning early—ideally in one's 50s—secures lower premiums and better coverage options.

While not everyone needs LTC insurance, it's vital for those prioritizing financial independence and quality care. Consulting a financial advisor can clarify costs and benefits, ensuring informed decisions.



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I am committed to helping my clients achieve their financial goals for themselves, their families and their businesses by providing them with strategies for asset accumulation, preservation and transfer.

Insurance Version

LTM Client Marketing
helping financial professionals stay connected

Making Charitable Contributions in 2026

OBBA introduced several significant changes for individuals who deduct charitable contributions. Starting in 2026, you may deduct itemized charitable contributions if the total exceeds 0.5% of your adjusted gross income (AGI). This change effectively limits the deductibility of smaller contributions, particularly for lower- and middle-income taxpayers.

However, OBBBA also brings some good news for individual donors. It makes permanent the 60% AGI limit for cash contributions to public charities, a provision originally enacted by the Tax Cuts and Jobs Act (TCJA). TCJA increased the AGI limit from 50% to 60%, allowing taxpayers to deduct cash contributions to public charities up to 60% of their AGI in a single year. Without the change under OBBBA, the limit would have gone back to 50% of AGI after 2025.

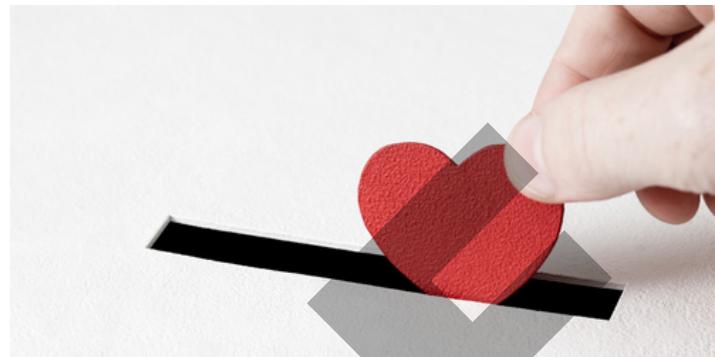
Preparing for Tax Day: Tips to Stay Ahead

Tax Day 2026 is April 15, and early preparation ensures a stress-free tax filing experience. Start by organizing key documents, including W-2s, 1099s, receipts, and records of deductible expenses. Avoid last-minute chaos by gathering these now.

Review your previous year's return to identify potential deductions or savings. Major life changes—such as a new job, home purchase, or investments—may affect your taxes. Consult a tax professional to maximize credits and minimize liabilities.

Check withholdings and estimated payments to avoid surprises. Set up direct deposit for faster refunds or plan early payments to dodge penalties. If you owe, consider a payment plan.

Stay updated on 2026 tax law changes affecting deductions or credits. By staying organized and proactive, you'll approach Tax Day confidently, potentially saving money and reducing stress. Start now for a smoother filing experience.



When donating to a charity, ensure the organization is qualified by searching the IRS database, <https://www.irs.gov/charities-non-profits/search-for-tax-exempt-organizations>. Only donations qualified by the IRS are eligible for tax deductions.

Financial Literacy in America



73% of US adults believe they would be further ahead financially if they'd had early personal finance education.

72% of US college students admit to making financial decisions based on social media advice.

Financial literacy scores among first-year college students dropped 3 points year over year, averaging 56% in 2025.

Source: *Financial Literacy Crisis in America*,
Ramsey Solutions, 2025

Family Tax Credits

In 2026, there are some changes to the credits related to families and children, most notably the Child Tax Credit and the Child and Dependent Care Tax Credit. These credits include a phase-out structure based on certain income thresholds.

The Child Tax Credit

For 2026, the amount is \$2,200 per qualifying child. In the future, under OBBBA, the credit amount will be adjusted annually for inflation. The credit phases out for higher-income taxpayers, starting at \$400,000 for couples filing jointly and \$200,000 for single filers. The phase-out reduces the credit amount by 5% for every dollar earned above these thresholds.

Child and Dependent Care Tax Credit

OBBA introduced two key changes to the Child Dependent Care Tax Credit that take effect in 2026. The tax credit calculation increased from 35% to 50% of qualifying dependent care expenses. Also, there's a new phase-out structure with two tiers based on adjusted gross income (AGI).

In the first tier, the credit percentage is reduced by 1% for each \$2,000 of AGI over \$15,000. The rate cannot be reduced below 35% in this phase. In the second tier, for AGIs above \$75,000 (\$150,000 for joint filers), the percentage is further reduced by 1% for each \$2,000 (\$4,000 for joint filers) over that threshold. The floor remains at 20%. The qualifying dependent care expense cap remains \$3,000 for one child and \$6,000 for two or more dependents.



Understanding EBITDA

EBITDA, or Earnings Before Interest, Taxes, Depreciation, and Amortization, is a financial metric used to evaluate a company's operating performance. It measures profitability from its core business activities by excluding non-operating expenses, such as interest and taxes, as well as non-cash charges, including depreciation and amortization. This provides a clearer view of a company's cash flow and operational efficiency, making it easier to compare firms across industries.

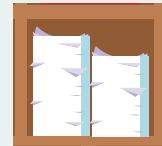


To calculate EBITDA, start with net income, then add back interest, taxes, depreciation, and amortization expenses from the income statement. It's widely used by investors and analysts to assess a company's financial health, especially for businesses with high debt or significant assets. However, EBITDA

has limitations—it doesn't account for capital expenditures or changes in working capital, which can impact actual cash flow.

Understanding EBITDA is essential for spring financial reviews to gauge business performance and plan strategically.

Spring Clean Up



Many of us think of Spring as a time to refresh our homes—decluttering rooms, sorting closets, or deep cleaning neglected areas—but it's also a great time to get your documents and files in order.



Get Organized and Energized

Create a streamlined system for your documents and filing. Gather tax-related papers (W-2s, 1099s, receipts) and file them securely for easy access during tax season. Shred outdated documents to reduce clutter and protect sensitive information. You may even have access to a local "Shred Day" event hosted in your community, which you can take advantage of. Use labeled folders or a digital scanning system for bills, warranties, and insurance policies. Set aside an hour weekly to maintain organization.

A tidy home and organized paperwork reduce stress, prepare you for a productive year, and energize you to enjoy life and focus on what matters most to you and your family.

Estate Planning and Taxes

From an estate and gift tax perspective, the most significant change OBBBA made is a permanent increase to the estate, gift, and generation-skipping transfer (GST) tax exemption amounts. For 2026, these amounts are \$15 million per individual or \$30 million for a married couple (to be reviewed annually for inflation adjustments), up from \$ 13.99 million per individual or \$27.98 million for a married couple in 2025. The new legislation retains the TCJA-era tax brackets for trusts and estates. This means that for assets transferred during a lifetime or at death with a cumulative value exceeding the exemptions, the marginal tax rate remains 40% of the value over the exemptions.

Spousal Exemption Portability

If part or all of one spouse's estate tax exemption is unused at that spouse's death, the estate can elect to permit the surviving spouse to use the deceased spouse's remaining exemption. This exemption portability provides flexibility upon the first spouse's death. While a portability-only estate tax return can be filed up to two years from the deceased spouse's death, it can be costly. Be aware that portability is available only from the most recently deceased spouse. It doesn't apply to the GST tax exemption and isn't recognized by many states for estate or inheritance tax purposes.

State-level Estate Tax

Even if your estate is no longer subject to federal estate tax, you need to review and coordinate with any estate and inheritance taxes your state may levy. States can impose separate estate taxes with exemption amounts that are significantly lower than the federal level. These lower thresholds mean state estate taxes could apply even when federal estate taxes don't, making state-specific strategies essential for effective estate planning.

Gift Taxes and Lifetime Giving

The annual gift tax exemption is \$19,000 per donor for each recipient in 2026. Amounts over that subtract from your estate tax basic exclusion amount.



If executed properly, paying for a grandchild's or some other person's tuition or medical expenses is an exception to the gift tax. Payments made directly to providers or schools aren't considered gifts.

Consult your trusted advisor to explore these strategies and how they may work for your personal situation.

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We Value Your Input...

Your feedback is very important to us. If you have any questions about the subjects covered here, or suggestions for future issues, please don't hesitate to call. You'll find our number on the front of this newsletter. It's always a pleasure to hear from you.

ADVERTISING REGULATION DEPARTMENT REVIEW LETTER

December 2, 2025

Reference: **FR2025-1113-0212/E**

Org Id: 23568

1. Lets Talk Money Insurance March April 2026
Rule: FIN 2210
5 Pages

Our review is based on your representation that the final version of this communication will prominently disclose the name of the member, pursuant to FINRA Rule 2210(d)(3)(A).

The communication submitted appears consistent with applicable standards.

Reviewed by,

Jeffrey R. Salisbury
Principal Analyst

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