

“Can I afford to move into a full-service retirement community?”

Affordability is one key issue to understand before making the decision to move to a retirement community. Touchmark recognizes that people have different concerns, which is why we offer a variety of tools to help each person make a good, informed decision.

Making Sense of a Monthly Service Fee

When some people see pricing information from a retirement community for the first time, they feel that it's expensive. That's because the monthly fee at a retirement community includes many costs that a homeowner pays in separate bills. So one of the first tools Touchmark offers is a cost comparison worksheet (see other side of this sheet).

This worksheet provides space to add together many home-related costs that are included in the monthly service fee at most retirement communities. These include expenses, such as your home mortgage, annual real estate taxes, homeowner's insurance premiums, homeowner's association dues, home maintenance projects (lawn, roof, paint, etc), most of your grocery bill, and your electric, gas, phone, Internet, TV, water, sewer, and garbage bills.

Many consider a comparison to their current home to be a good starting point. When they write down all these costs, they realize they can probably afford a similarly priced retirement community. Furthermore, once they learn what's included, most people find retirement communities more affordable than they thought.

Adding in the Value of Lifestyle

One element that is not included in the cost

comparison worksheet is the lifestyle benefits retirement communities offer. Retirement communities, like Touchmark, have a full staff of experts focused on creating a fun, engaging environment. Working with residents, these employees develop a wide variety of social, educational, and other activities each month. The activities are fun and bring people together to foster friendships and a strong sense of community.

Collectively, these activities create a lifestyle that is hard to duplicate in a detached single-family home. At Touchmark, we call these benefits the {FULL} Life.

To help you experience the value of Touchmark's {FULL} Life, we recommend getting involved in community events before you make a move. Meeting residents and talking to them about their experience is another great way to learn about the lifestyle.

Planning for the Future

Another attractive offering at retirement communities is health care services, which help support residents as they age. Not all residents use them, but they are available when a need arises, even on a temporary basis.

Since the cost of medical services can be expensive, Touchmark is happy to help educate prospective residents about the cost of these services. This information helps families plan for the rest of their lives.

At Touchmark, we are your partners and strive to add value during your decision-making process. Please let us know how we can help!

Sample worksheet on the back.

Expenses Worksheet

(Calculate your current living expenses)

Potential home costs

√ Check items needing repair or updating

- | | | |
|-------------------------------------------------|----------------------------------------|-------------------------------------|
| <input type="checkbox"/> Roof Repair | <input type="checkbox"/> Windows/Doors | <input type="checkbox"/> Appliances |
| <input type="checkbox"/> Roof Replacement | <input type="checkbox"/> Insulation | <input type="checkbox"/> HVAC |
| <input type="checkbox"/> Exterior Paint | <input type="checkbox"/> Electrical | <input type="checkbox"/> Bathrooms |
| <input type="checkbox"/> Repair Carpet/Flooring | <input type="checkbox"/> Plumbing | <input type="checkbox"/> Kitchen |

Note: A Touchmark representative can help you evaluate the financial impact of any of these items.

A. Home Expenses

Home Loan Payments	\$ _____
Property Taxes	\$ _____
Homeowners Insurance	\$ _____
HOA	\$ _____
Electric	\$ _____
Gas	\$ _____
Water, Sewer, Garbage	\$ _____
Cable/Satellite TV	\$ _____
Housekeeping	\$ _____
Yard Maintenance	\$ _____
Snow Removal	\$ _____
Roof, Gutter Cleaning	\$ _____
HVAC Maintenance	\$ _____
Other	\$ _____
Subtotal	\$ _____

B. Other Expenses

Groceries	\$ _____
Meals Out	\$ _____
Car Payment	\$ _____
Gas	\$ _____
Car Insurance	\$ _____
Entertainment	\$ _____
Health/Fitness Club	\$ _____
Phone	\$ _____
Other	\$ _____
Other	\$ _____
Other	\$ _____
Subtotal	\$ _____

Home Expense Summary

My Total Annual Expenses \$ _____

Divide this number by 12

My Current Average Monthly Expenses \$ _____

*To learn more about Touchmark, please visit Touchmark.com
or contact a Touchmark retirement counselor.*

The {FULL} Life
surprisingly affordable

