



New York Times

Letter to the Editor: Re: Extra Fees Drive Assisted Living Profits by Jordan Rau

The recent series of articles in the *New York Times* examining the impact, as well as the consequences, of our nation's rapidly aging population sheds much needed light on a significant and unavoidable societal issue.

Many Americans do have sufficient savings and home equity to pay for long-term care at home or in assisted living. But many have underestimated the consequences of longer life spans and have either been unable to adequately save or have not prepared for the costs associated with the myriad of physical and cognitive care needs that are common at advanced ages. Our society does not have an adequate answer in place to help those whose savings are insufficient or who do not qualify for Medicaid assisted living (which is limited and not an option in all states).

Your reporting goes a long way in calling attention to the difficulty of finding solutions to address the cost of long-term care for our aging population. These challenges can be met with some hard work in Congress, the agencies and in the states to create more options for our seniors. Policymakers need to think broadly for ways to incentivize retirement savings, reactivate the market for long-term care insurance, expand Medicare benefits and much more.

The senior living industry has devoted considerable resources to exploring solutions to the issues raised and stands ready to continue working diligently to find innovative ways to provide for the needs of the aging American population.

A handwritten signature in blue ink, appearing to read "David Schless".

David Schless
President & CEO
American Seniors Housing Association
Washington, DC

(202) 885-5560