

New Book on Medicaid Planning for the Professional Advisor

NASHVILLE, Tenn., Sept. 18, 2012 (SEND2PRESS NEWSWIRE) – Phylus Press announces the publication of the Professional Edition of its best-selling book “How to Protect Your Family’s Assets from Devastating Nursing Home Costs: Medicaid Secrets” (ISBN-13: 978-0979080173), by attorney K. Gabriel Heiser. The new book, entitled “Medicaid Planning: From A to Z” teaches attorneys, CPAs, financial planners, insurance agents, and other financial advisors all the rules and planning techniques necessary to advise clients how to qualify for Medicaid and get their nursing home expenses paid without going broke.

Originally prepared as part of a 17-hour professional CLE course that attorney Heiser gave to attorneys and advisors across the country for the Medicaid Planning Network, the Professional Edition is now available as a separate purchase from Phylus Press.

According to the Pew Research Center, there are 79 million baby boomers, and 10,000 of them will reach age 65 every day for the next 19 years! Combine that fact with the average cost of a nursing home now being \$87,000 (MetLife 2011 Market Survey of Nursing Home Costs), and you can see why more and more professionals are adding the area of Medicaid planning to their practice—hence the need for a professional guide for the advisor.

Unfortunately, until recently it has been extremely difficult to get up-to-date and accurate information geared to the professional advisor. Books were either written for the layperson (too general—and also omitting vital footnotes and citations to facilitate finding the sources of the various laws) or for the attorney specialist (overly detailed, voluminous, and difficult to read, often without planning techniques in actual use today).

“I wanted to write a book for the attorney or professional advisor who is just getting into the Medicaid planning field and wants to hit the ground running,” says attorney Heiser. “I looked around and couldn’t find any, so I took my layperson’s book, added source footnotes for every single law discussed in the book, and expanded and geared the book for the professional advisor.”

The book includes not only a thorough discussion of the rules and laws governing the Medicaid program as it is applied in all 50 states, but a number of case studies that walk the reader through typical scenarios, showing how the various planning techniques discussed in the book can be applied to real-world situations. It also includes sample legal forms, a filled-out Medicaid application, 138 pages of important Medicaid statutes and regulations, and discussions of the ethics of the advisor role.

“The Medicaid system is extremely complex and even if you understand the rules you still need a road map to explain how the rules work in the context

of particular client situations,” Heiser said. “The secret of success when assisting clients to qualify for Medicaid is learning how to combine the rules and apply them using the advanced planning techniques discussed in the book.”

For more information on the book “Medicaid Planning: From A to Z” visit: <http://www.MedicaidSecrets.com/professionals> or call 1-888-224-5988.

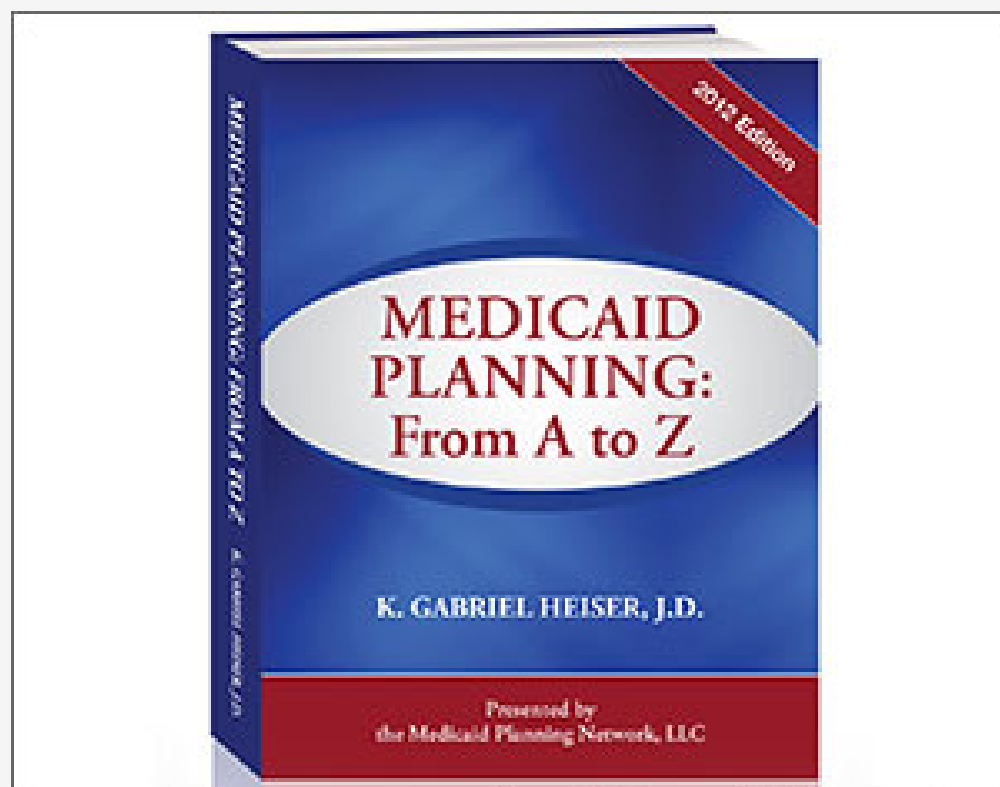
About Phylus Press:

Phylus Press, in Nashville, Tenn., is the publisher of books on Medicaid planning. Their flagship book, the best-selling “How to Protect Your Family’s Assets from Devastating Nursing Home Costs: Medicaid Secrets” by attorney K. Gabriel Heiser, was published in 2007 and is now in its sixth edition. For 25 years Heiser had a law practice that was limited to estate planning, elder law, and Medicaid planning.

* IMAGE: http://medicaidsecrets.com/professionals/A_to_Z_3D_1.jpg .

* Image Caption: New Medicaid Planning book for Professional Advisors.

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