



Group Long-Term Care Benefit Program

A family benefit designed to deal with the complex issues surrounding long-term care.

Agenda

- What is Long-Term Care?
- When to Begin Planning?
- When Can it Happen?
- How Do I Qualify to Receive Benefits?
- Cost of Care / Probability of Needing Care
- Plan Design / Benefit Options
- Paying For Care
- LTCRplus: LTC Funding, LTC Navigation, LTC Care Audit, LTC Legal
- About Us:

What is Long-Term Care?

What is Long-Term Care?

Long-term care is the assistance or supervision you may need when you are unable to do some of the basic activities of daily living (ADLs) or because of a severe cognitive impairment that can be caused by Alzheimer's disease or other cognitive impairments.

Where Can I Receive My Care?

HOME and COMMUNITY CARE:

- Personal care services to assist with ADL's, Homemaker services to provide help with grocery shopping, meal prep, housekeeping, etc. Professional services of a registered nurse, home health aide or therapist, Adult day care program.

FACILITY CARE:

- Assisted Living Facility, Skilled Nursing Facility

When to Begin Planning?

Rates are based primarily on:

- Age, Gender, Health, Marital Status
 - Health must qualify for coverage
 - The younger you are, the less costly your premiums will be.
 - Couples Discounts
 - The younger you are, the more likely to qualify for a Preferred Health Discount.
- There is no financial advantage to waiting.
- Premiums are based on age and how much coverage you purchase.
- The greatest risk you face is that your health can change at any time and you may not be able to get coverage in the future.

When Can It Happen?

A need for long-term care may result from:

- Accidents / Injuries
- Illness
- Advanced Age
- Strokes
- Other Chronic Conditions

When Can It Happen?

Chronically ill individual

Any individual who has been certified by a licensed health care practitioner within the preceding 12-month period as “chronically ill,” which includes:

- being unable to perform, without substantial assistance from another person, at least two Activities of Daily Living (ADL) due to a loss of functional capacity for a period of at least 90 days; or
- requiring substantial supervision to protect the insured from threats to health and safety due to severe cognitive impairment.

When Can It Happen?

ADL impairments

The Activities of Daily Living (ADL) refer to basic functional abilities that measure an individual's ability for self-care and ability to live independently without substantial assistance from another individual.

The six activities of daily living include:

- Bathing
 - Continence (bowel or bladder control)
 - Dressing
 - Eating
 - Transferring (moving into or out of a chair or bed)
 - Toileting
-

When Can It Happen?

IADL impairments

Instrumental Activities of Daily Living (IADL) are activities related to independent living and are valuable for evaluating persons with early-stage disease. It's important to note IADLs are not considered when determining if a person is chronically ill. IADL impairments include:

- Shopping
- Laundry
- Housekeeping
- Transportation
- Managing finances
- Meal preparation
- Using the phone
- Taking medications, including setup
- Walking...

How Do I Qualify to Receive Benefits?

When Will I Receive My Care?

You are unable to perform at least two ADLs for at least 90 days (certification period) due to a loss of functional capacity.

ADLs include:

Eating, Bathing, Dressing, Toileting, Contenance, Transferring

Or,

You require substantial supervision to protect yourself from threats to health and safety due to a severe cognitive impairment, such as Alzheimer's, Dementia or a brain injury.

Cost of Care / Probability of Needing Care

7-in-10

Nearly 70% of Americans who reach age 65 will use some form of long-term care services during their lives. (U.S. Department of Health & Human Services)

Annual Median Costs: *National (2019 vs. 2044)*

In-Home Care ⓘ	Community and Assisted Living ⓘ	Nursing Home Facility ⓘ
Homemaker Services ¹ \$51,480	Adult Day Health Care ² \$19,500	Semi-Private Room ⁴ \$90,155
2044* Cost \$107,788	2044* Cost \$40,829	2044* Cost \$188,765
Home Health Aide ¹ \$52,624	Assisted Living Facility ³ \$48,612	Private Room ⁴ \$102,200
2044* Cost \$110,183	2044* Cost \$101,783	2044* Cost \$213,984

4 Core Policy Features

- How much do you want your policy to pay?

Daily / Monthly Benefit

- How long do you want your policy to pay once you start needing care?

Benefit Duration “Pool of Money”

- How soon do you want your policy to start paying?

Elimination Period (deductible) 30, 60, 90, 180, 365

- How fast do you want your benefit to grow?

Inflation Option

Traditional vs. Hybrid

Traditional LTC Policy:

Paying an annual premium to have access to a Pool of Money to pay for your care in the future.

- Lower Annual Premiums with greater leverage of LTC benefits.
- Discounts available for joint policies.
- Lifetime premiums are subject to future rate increases.

Additional Options: Shared LTC Benefit, Return of Premium, Joint Waiver of Premium, Survivorship.

Hybrid LTC Policy:

Buying a life policy or annuity policy combined with LTC benefits if you need care, death benefits if you don't and cash surrender value if you change your mind in the future.

- Flexible premium options are available.
- Premiums are guaranteed never to change.
- Funding Sources can vary.

Reposition Assets: Older annuities to reduce future tax consequences, non-qualified 1035 exchanges, RMD management, wealth transfer.

Paying For Care

There are THREE different ways to pay for care: Rely on the Government, Self-Insure, Transfer the Risk

Government:

- Medicare, Medicaid, Veterans Benefits

Self-Insure:

- This is actually “Self Funding”

Transferring the Risk:

- Purchasing an Insurance Product to cover the expenses associated with needing care.

What is LTCRplus?

LTCRplus is a family benefit we developed to help families deal with the complex, emotional and financial challenges of long-term care.

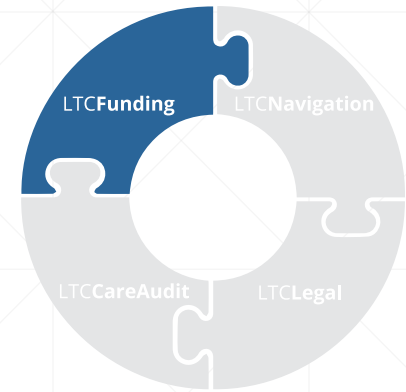
LTCRplus serves as an aggregator of long-term care solutions and services to assist with planning for an LTC need, finding and evaluating quality care now and in the future, verifying care being received and preparing important legal documents for the future.

The LTCRplus Program has 4 Key Components:

- LTC Funding – finding solutions to pay for long-term care.
- LTC Navigation – Assistance with finding quality care solutions.
- LTC CareAudit – third-party review of care being provided to a loved one.
- LTC Legal – Ability to create important legal documents for the future.



What is LTCRplus?



LTC Funding

The solutions for LTC funding are constantly changing.

- New options combine life insurance or annuities with LTC benefits and pay a benefit even if you don't need long-term care.
- Numerous tax-advantaged plans are also now available.

With LTCRplus, you'll have access to the most current, and cost-effective funding solutions in the market, plus you can qualify for group-rated association protection and discounts which are not available to the general public.

The lifetime savings can be substantial!

What is LTCRplus?



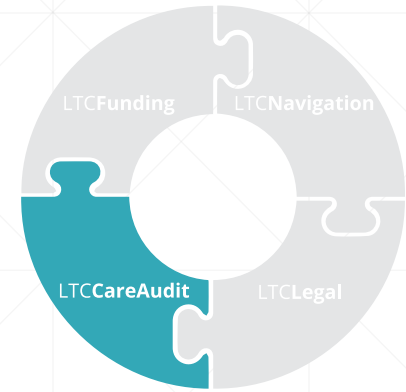
LTC Navigation

Finding quality care – whether it’s provided in the home or elsewhere – for family members can be a difficult and confusing task. It’s hard to even know where to start!

But LTCR*plus* can help. We consult with you and/or your family member and consider all factors, including: The type of care needed, the available budget, geographic limitations or desires, the quality ratings, reputations and much more.

And if you or a family member already owns LTC insurance, LTCR*plus* can provide *Claims Concierge Service*. The legal claims paperwork can be complicated and knowing what is in the policy is crucial. Our service makes this process much easier and more importantly which enables you to maximize coverage payments.

What is LTCRplus?



LTC CareAudit

If you have a family member who is already receiving care, it may be problematic or nearly impossible to monitor care... especially if you live far away from your loved one.

Accessing the LTCR*plus* CareAudit service provides:

- a detailed assessment and regular auditing of care by a health care professional, to assure that your family member is receiving optimal care.
- This benefit* can significantly reduce daily stress and worries for you and your family.

*There is an extra charge for this service.

What is LTCRplus?



LTC Legal

- Medical Directives, Powers of Attorney, Wills, and many other legal documents may be necessary when you or a family member are dealing with a long-term care situation.
- The LTC Legal benefit provides you with vast online resources to access and execute these documents.

All legal documents can be tailored to specific needs thus reducing or eliminating billable hours!

About Us:

Long-Term Care Resources (LTCR) is a national insurance agency and marketing company dedicated to long-term care insurance and the senior market. We are one of the leading, independent long-term care insurance distributors in the country. Since our founding in 1997, we have helped over half a million members with their long-term care planning needs.

We designed this Group Long-Term Care Benefit Program based on years of experience in the industry and based on our own families' needs.

Let us help your family, too!