

# Long Term Care Planning: Solutions Comparison

Prepared for Male (60yo) | Presented by Your Trusted Advisor | Prepared on November 1, 2017

	Traditional / Standalone LTC Insurance	Asset-Based LTC Insurance	Life Insurance w/LTC Rider
Key Benefit	<b>Maximum Flexibility</b> <i>Traditional LTCi offers the most coverage options to customize your plan.</i>	<b>"Once &amp; Done"</b> <i>Single premium design guarantees LTC, life insurance benefit, and premium.</i>	<b>Adjustable Premiums</b> <i>Universal life (UL) can stretch premiums indefinitely and customize guarantees.</i>
Key Shortcoming	<b>"Use It, or Lose It"</b> <i>Offers no benefits if LTC benefits are never used.</i>	<b>Large, One-Time Payment</b> <i>Requires large single premiums in many cases.</i>	<b>Limited Flexibility</b> <i>No inflation protection and limited benefit options to choose from.</i>
Provider/Carrier	Mutual of Omaha	Lincoln Financial Group	John Hancock USA
Initial Benefit Pool	\$288,000	\$301,221	\$500,000
Maximum Monthly Benefit	Year 1	\$6,000	\$20,000
	Age 75	\$9,348	\$20,000
	Age 85	\$12,563	\$20,000
Inflation Protection	3% compound	3% compound	No inflation available
Elimination Period	90 calendar days	0 days	100 service days
Benefit Period	48 months	48 months	25 months (50 months @ \$10k/mo)
Benefit Type	Reimbursement	Reimbursement	Reimbursement
Death Benefit <i>(if no LTC benefits are used)</i>	\$0 <i>No death benefit offered.</i>	\$193,858 (year 1, minimum \$144k) <i>Income tax-free to your beneficiary.</i>	\$500,000 <i>Income tax-free to your beneficiary.</i>
Premium / Duration	\$3,450 <sup>†</sup> per year, all years	\$114,845 <sup>†</sup> one-time, guaranteed	\$9,585 per year, all years
Alternative Premium Paying Periods?	None available	\$13,343 <sup>†</sup> per year for 10 years only* other periods may be available	\$17,343 per year for 10 years only* other periods may be available
Premium Guaranteed?	<b>NO</b> <i>Premiums are not guaranteed, but increases are subject to approval by the state insurance commissioner.</i>	<b>YES</b> <i>Premiums are fully guaranteed!</i>	<b>YES</b> <i>Premiums for the LTC Rider are guaranteed, see below regarding premium/coverage guarantees.</i>
Coverage Guaranteed?	<b>YES</b> <i>Premiums may increase over time.</i>	<b>YES</b> <i>Coverage is fully guaranteed!</i>	<b>YES, to age 83</b> <i>However, based on current interest rates and expense charges coverage lasts to age 120 or longer.</i>
What happens if I decide to cancel the policy?	<b>Nonforfeiture Benefit</b> <i>Cumulative premium amount becomes a residual benefit pool. ROP may be available for significant extra cost.</i>	<b>Guaranteed Return of Premium</b> <i>After the 5<sup>th</sup> policy year, you have a 100% guaranteed refund available.</i>	<b>Non-Guaranteed Cash Surrender Value</b> <i>You have access to any cash value accumulated inside the policy.</i>
Tax Treatment	All benefits are intended to be income tax-free. Deductibility of premiums is only available on traditional plans and may be limited to a portion of the premiums based on your age and gender.		

\* Electing this option may modify other features such as cash values or refund options. † Reflects spousal/couples discount.

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