



Which LTC / Sep 2013 PG1

Which LTC is Right For Your Client?

ADVANTAGES

Life Insurance w/ LTC	Long-Term Care	Single Premium
Advantages	Advantages	Advantages
<p>Flexibility: All, some, or none of the life insurance benefit can be used for LTC</p> <p>Premiums will not increase</p> <p>Cash accumulation potential and more flexible with loans and withdrawals</p> <p>Convenience: One underwriting process, one life insurance policy, and one affordable premium</p> <p>Value: Less expensive than purchasing separate permanent life and LTC policy</p> <p>May more likely pay benefits on an indemntiy basis</p>	<p>Customized to the client's needs, e.g. shorter elimination, longer benefit period</p> <p>Policies offer inflation protection</p> <p>Protect their income and assets</p> <p>Avoid dependence on family members</p> <p>Lifetime level funding options provide for lower premiums than single and short-pay products</p> <p>Many policies offer discounts or joint policies for married couples</p> <p>Many plans are "partnership qualified"</p>	<p>Choose from Genworth's <i>Total Living Coverage</i> or Lincoln's <i>MoneyGuard Reserve Plus</i></p> <p>No additional premiums paid</p> <p>Lifetime Return of Premium rider available, subject to a vesting schedule</p> <p>LTC deductible period for qualified services is 0 days for MoneyGuard</p> <p>Inflation protection available at an additional cost</p>



Which LTC / Sep 2013 PG2

Which LTC is Right For Your Client?

DISADVANTAGES

Life Insurance w/ LTC	Long-Term Care	Single Premium
Disadvantages	Disadvantages	Disadvantages
<p>Limited choices for the elimination period, benefit period, etc.</p> <p>Does not include a Return of Premium Value based on policy CSV</p> <p>Base policy and rider require full underwriting</p> <p>Inflation protection not available</p> <p>Some carriers may not provide a residual death benefit</p> <p>Does not provide additional leverage on top of death benefit</p>	<p>Potential Premium/Rate Increases</p> <p>Benefits may never be used (premium lost that was paid into the policy)</p> <p>Underwriting can be time-consuming</p> <p>Use it or lose it! - Product does not provide a death benefit if long-term care benefits are never used</p> <p>No cash value / liquidity</p>	<p>Loans / withdrawals may negatively impact policy values and guarantees, and will have tax consequences</p> <p>No lifetime pay option</p> <p>Not as efficient for cash accumulation</p>