

6 Product Offerings That Can Fund Long Term Care



1 Traditional Long Term Care (LTC)

- Lifetime premiums
- Carrier can elect to increase premiums
- No Death Benefit coverage
- Use it or lose it
- Best method for leveraging \$ for LTC

2 Universal Life with LTC Rider

- Flexible Premium payment options
- Same benefit amount used for both Death Benefit and LTC
- LTC use deducts from death benefit

3 Universal Life with Chronic Rider

- Flexible Premium payment options
- Same benefit amount used for both DB and Chronic Illness
- Rider use deducts from death benefit

4 Linked Benefits or Hybrids

- 1, 3, 5,10 Pay, Flex Pay and Lifetime premium options
- Main focus is LTC, but can also has death benefit available if LTC isn't used.
- Product is underwritten

5 Fixed Annuity with Wellbeing

- Typically single premium
- Provides income that doubles in event client can't perform 2 of 6 ADL's
- No Underwriting

6 Fixed Annuity with Confinement

- Typically single premium
- Provides income that doubles or triples in event of nursing home confinement
- No Underwriting

