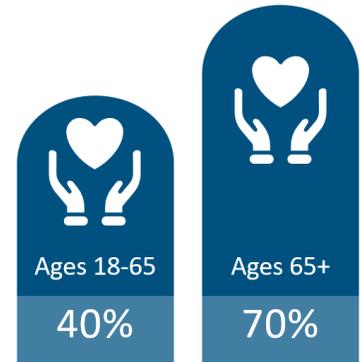




The Need of Long-Term Care Insurance

- Nursing home costs are averaging \$116,000 per year². With an average length of stay at 2.4 years³, **total costs can exceed \$278,000.**
- **Long-term care insurance is designed to pay for custodial care** once you are in need of assistance with two or more Activities of Daily Living or have a cognitive impairment like dementia or Alzheimer’s. Long-term care insurance will pay for care received at home, in a nursing home or assisted living facility.



Likelihood of Requiring LTC ¹

Top 3 Reasons Consumers Give for Considering a Life + LTC Product*

1. Concern that long-term care costs may **deplete or exceed my savings** – **35%**
2. It is a more **economical use of my current assets** – **33%**
3. **Benefits will be paid** even if I don’t incur long-term care expenses – **29%**

A 2021 LIMRA Study* found more than **6 in 10** Americans would consider a Life combination product.

Benefits That Cover LTC



Health Insurance



Medicare



Long Term Disability (LTD)



Long Term Care Insurance (LTC)

Advantages of Group Plan

1. **Guarantee Issue** – no health questions
2. **Issue Age Rates** – based on age when policy is issued. Rates do not increase with age.
3. **Portable Benefit** – employees can take coverage with them at the same rates.

