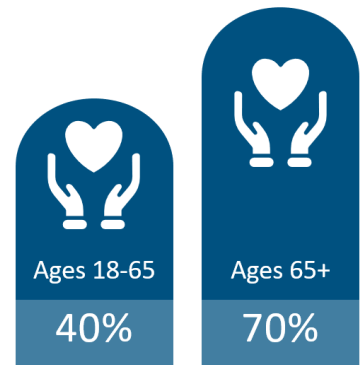




# Long Term Care Benefit

## The Need of Long-Term Care (LTC) Insurance

- **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.
- Nursing home costs are averaging \$127,000 per year<sup>2</sup>. With an average length of stay at 2.4 years<sup>3</sup>, **total costs can exceed \$304,000**.



Likelihood of Requiring LTC <sup>1</sup>

## Cost of Care

| Setting         | Average Stay | National Median Cost |
|-----------------|--------------|----------------------|
| Home Care       | 3 years      | \$77,792             |
| Assisted Living | 2.5 years    | \$70,800             |
| Nursing Home    | 2.4 years    | \$127,750            |

*\*Based on Genworth 2024 Cost of Care*

## Benefits That Cover LTC



Health  
Insurance



Medicare



Long-Term  
Disability (LTD)



Medicaid



Long-Term Care  
(LTC)

LTC Solutions, Inc. | 14715 NE 95<sup>th</sup> Street, Suite 200, Redmond, WA 98052 | (877) 284-2852 | [sales@ltc-solutions.com](mailto:sales@ltc-solutions.com)  
In California DBA LTC Solutions Insurance Services | #0D99236

## Why Employers Offer LTC Insurance

---

### LTC INSURANCE

Only benefit that pays for LTC

### 401k PRESERVATION

Employees pay for LTC from 401k/savings

### LTC LEGISLATION

Proactive with emerging benefits

[Click here for heatmap](#)  
of activity by state



### EMPLOYERS OFFERING LTC BENEFITS

**NY Life** – study shows LTC is one of **top 5** benefits employees are most interested in receiving

**KFF** – **25%** of employers offering health insurance also offer LTC insurance. Of those, **39%** contribute toward the cost of the plan through employer funding

### EMPLOYEES REQUESTING LTC

A 2021 LIMRA Study identified top 3 reasons consumers give for considering Life + LTC products:

- Concern that LTC costs may **deplete or exceed savings** – **35%**
- It is a more **economical use of current assets** – **33%**
- **Benefits will be paid** even if LTC expenses are not incurred – **29%**

### GROUP PLAN ADVANTAGES

- **Portable** – at same rate
- **Issue Age Rates** – do not increase with age
- **Guarantee Issue** – exclusive to employer plans. Provides employees access

### EMPLOYER FUNDING

**Funded for All or Carve-Out** – years of service, title, salary  
Low cost, high value benefit

## Learn More

---

1 [Click here](#) to Register for a LTC Webinar

2 [Click here](#) to Request a Quote or a Discuss a Unum In-Force LTC Plan

LTC Solutions, Inc. | 14715 NE 95<sup>th</sup> Street, Suite 200, Redmond, WA 98052 | (877) 284-2852 | [sales@ltc-solutions.com](mailto:sales@ltc-solutions.com)  
In California DBA LTC Solutions Insurance Services | #0D99236