



Long-Term Care Program

CHUBB



Agenda

- What is long-term care?
- Who pays for long-term care?
- How the policy works
- Three ways to utilize benefits
- How do you qualify for benefits?
- How to enroll

What is Long-Term Care?

- **Long-Term Care** is a term used to describe healthcare needs later in life such as:
 - Personal care or supervision needed by persons of all ages for an extended period of time (custodial, supervisory, or skilled care)
 - Needs as a result of conditions associated with the effects of aging, but may be needed at any time, due to an accident or illness

Some conditions that may require long-term care:

- Head injury
- Stroke
- Cancer
- Parkinson's disease
- Heart disease
- Multiple sclerosis
- Alzheimer's disease / Dementia

Paying for Long-Term Care Services

Health Insurance	✘	No coverage.
Disability Insurance	✘	No coverage.
Medicare	✘	Limited coverage - up to 100 days per benefit period with restrictions.
Medicaid	✘	Limited coverage - after you've spent down your assets.
Your Savings	✓	The average cost of care is \$43,000+ per year.
Family Caretaking	✓	Relying on your family / friends for your care. Caretaking is very difficult work.
Life / LTC Insurance	✓	Full coverage for eligible expenses up to your selected benefit amount.

Choosing a Plan is Easy...

- **Choose your Death Benefit**
 - Select between \$25,000 and \$150,000
- **Calculating your monthly LTC Benefit**
 - Access 4% of your selected death benefit to get your monthly LTC benefit

Death Benefit		LTC Benefit		Monthly LTC Benefit
\$100,000	X	4%	=	\$4,000

- **Calculating your Total LTC Benefit**
 - You get 3x your death benefit for your total LTC benefit

Death Benefit		LTC Extension		Total LTC Benefit
\$100,000	X	3x	=	\$300,000

How Do You qualify for benefits?

- Inability to perform 2 of 6 Activities of Daily Living (ADL's) and help is expected to last at least 90 days, or
- Severe Cognitive Impairment (Alzheimer's or Dementia), and
- Plan of care prescribed by a licensed health care practitioner



Bathing



Transferring



Eating



Toileting



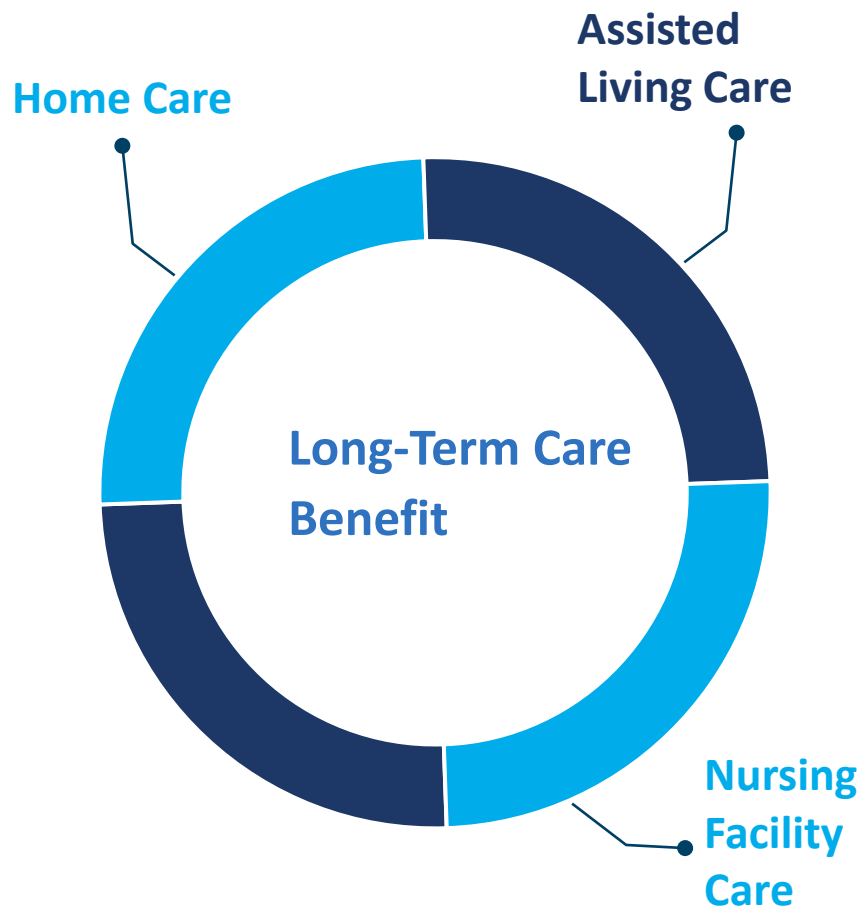
Contenance



Dressing

Where can you use LTC benefits?

- Policy benefits can be used to help pay for care at home, an assisted living or nursing facility
- Most long-term care claims start at home
- Average cost of care nationally is around \$43,000+ per year. Costs can vary based on services received and geographic location



Ways to Use Your Policy

Scenario 1: Maximize Life Insurance

You lead a full life and don't need any long-term care.

Total Death Benefit



\$100,000

Scenario 2: Split Your Benefits

You lead a full life and need some long-term care.

Total Death Benefit



\$48,000

LTC Benefits



\$52,000

Total Death and LTC Benefits



\$100,000

Scenario 3: Maximize your LTC benefit

You lead a full life and need home care, assisted living, or nursing home care.

Total Death Benefit



\$100,000

x 3



\$300,000

Total Long-Term Care Benefit

Benefit Payout Structure

How will it pay out?

Long-Term Care benefits are paid out on an Indemnity basis – meaning that you will receive a check for your monthly benefit if you become eligible to utilize the LTC benefit. You must be receiving a minimum of 8 separate days of licensed care each month.

Example:	Indemnity Payout:
Available Monthly Benefit	\$4,000
Licensed Care Expenses	\$3,000
Unused Monthly Benefit	\$1,000
Available Cash after LTC Expenses	\$1,000

CHUBB Plan Advantages

- Permanent Life Insurance options up to **\$150,000** for employees
- Guaranteed Life Insurance Premiums
- Guaranteed Life Insurance through age 120
- Insurance premiums are waived while LTC benefits are paid
- 3x death benefit for long-term care services
- Coverage available for spouses (if employee enrolls)
- Term-life coverage available for children (if employee enrolls)
- Fully portable and guaranteed renewable (Monthly premiums are setup via EFT)

Why Enroll Now?

- Premiums are based on age - apply while your premiums are at their lowest
- Guaranteed Acceptance-no health questions asked for eligible new hires ages 19-70 that enroll during their new hire period. All other eligible employees may enroll with evidence of insurability.
- Rates are gender neutral
- Fully portable coverage

CHUBB Life Insurance with Long Term Care:

e-Enrollment Website
www.groupitci.com/inova-chubb

Enrollment Hotline
(844) 898-1178