

LTCI Made Simple

Simplifies the Employee Decision

1 Pick their plan

- Benefit duration
- Home and community care benefit
- Informal care

2 Pick their benefit amount

- Facility care maximum – daily or monthly

3 Choose their inflation protection

- Future purchase option
- Automatic 5% compound to age 70
- Automatic 5% compound for life

Simple to understand, sell and select

Group Long Term Care Insurance underwritten by Genworth Life Insurance Company. Uses Policy Form Series 7046POL and 7046CERT..

Comprehensive Pre-Selected Plans

	Essential	Select	Preferred	Premium	
1	Benefit Period	3 yr	5 yr	5 yr	10 yr
	HHC %	50 %	60 %	75 %	100 %
	Informal Care	No	No	Yes	Yes
2	Benefit Amount	Choice of 3, range from \$100 - \$400 (day) or \$3,000 - \$12,000(month)			
3	Inflation Protection	FPO, compound to age 70, compound for Life			

Employer Choices

- Which plans to offer (recommend 3)
- Which daily/monthly benefit amounts
- Y/N on non forfeiture
- Y/N return of premium at death
- Daily or monthly benefit
- Service or calendar day elimination period

Employee Choices

- 1 out of 2/3 plans
- 1 out of 2/3 maximum benefits
- Inflation protection- 3 choices
- Non forfeiture- if required

A Simplified Approach to Core Buy Up

	Core	Essential	Preferred	Premium
Benefit Period	3 yr	3 yr	5 yr	10 yr
Monthly Benefit	\$1,500	\$3,000, \$4,500 or \$7,500		
HHC %	50 %	50%	75 %	100 %
Informal Care	No	No	Yes	Yes
Inflation Protection	FPO	Std FPO or select ABI to age 70 or ABI		

- Core plan = employer paid
- Core premium applied to “buy-up” premium
- Daily or monthly benefit

- Service or calendar day EP
- Return of premium @ Death
- Non-forfeiture