

Life Insurance with Long-Term Care

A Practical Solution



You care. We listen.

Underwritten by Trustmark Insurance Company

Long-Term Care What now?

"Since 2007, 10 of the top 20 insurers by sales have left the long-term care insurance market."¹

As more and more carriers continue to leave the long-term care (LTC) insurance market, an increasing number of employers are left searching for ways to fill the void. With improvements in medicine, the duration and frequency of LTC is increasing, leaving fewer and fewer providers that are able to provide LTC benefits. And, while access to LTC insurance becomes increasingly difficult, employers and employees remain in need of options for LTC.

¹"Long-Term Care: What now?" Wall Street Journal, March 2012

Employees in Need

With a shrinking marketplace, employees need options to build LTC into their benefits plan. The need for LTC remains for employees of all ages. In fact, 24% of claimants for Trustmark's LTC benefits are under 45 years of age.

The Trustmark Solution for LTC

Trustmark's Universal Life insurance combines the benefits of life insurance with living benefits which can be utilized for long-term care, home healthcare, adult day care or assisted living. For employees, protecting their families' future with end of life benefits is a common occurrence. Adding to these concerns is the likelihood that they will need LTC. Our life insurance with living benefits provides an answer to both of those worries.

Employees may be hesitant to buy LTC insurance because of the cost or fear of not utilizing the benefits, but this product does not create a "use it or lose it" situation. Regardless of whether the benefit left is from LTC or life, the beneficiary will still receive payout.

Wall Street Journal, Nov., 2010

**MetLife Steps Back
From Long-Term
Care Market**

Genworth Financial, Jan., 2013

**Genworth Announces
Suspension of Multi- Life
and Long Term Care
Business Solutions
Programs**

Insurancenewsnet.com, March, 2012

**Prudential Financial latest U.S.
Life Insurer to Exit Individual
Long-Term Care**

Why LTC insurance remains important²



70% of people over age 65 will eventually need LTC



40% of people currently receiving LTC are adults 18 to 64 years old



Care can cost **\$200 to \$300** or more a day



About **75%** of single people and **50%** of all couples spend their entire savings within one year of entering a nursing home

*Trustmark Independent Employer Survey
Conducted by The Connell Group. April, 2015.

²U.S. Department of Health and Human Services website, 2011

How does it work?

Example: \$100,000 Universal Life policy with LTC

LTC Benefits – Pays 4% of the death benefit for up to 25 months.

Benefit Restoration – Restores the benefit that is reduced to pay for LTC, so families receive full death benefits when they need it most.

Universal Life Benefit
\$100,000

+

=

LTC Benefit
\$100,000

Total Maximum Benefit
\$200,000

Triggers to LTC

LTC benefits are triggered when assistance is required for any two of six activities of daily living, for example, eating and dressing. LTC benefits will also trigger for cognitive impairment such as Alzheimer's or other cognitive or nervous diseases.



Are they prepared to be the caregiver?

Providing care can be stressful. Caregivers report having one or more chronic conditions, such as high blood pressure, at nearly twice the rate of all Americans. Of those who say their health has worsened, 91% report depression.³

³"Becoming 'parent of your parent' an emotionally wrenching process," USA Today, 2008



Great benefits:

- **Long-term care** – Provides 25 months of benefits for home healthcare, assisted living, adult day care and nursing home care
- **Benefit restoration** – Restores the benefit paid out by LTC
- **Family coverage** – Coverage is available for employees, spouses, children and grandchildren
- **Direct payment** - Benefits paid directly to the policyholder enabling choices in care

Great features:

- **Portability** – Coverage is completely portable, regardless of job changes or retirement
- **Streamlined Underwriting** - Simple and efficient underwriting process
- **EZ Value option** – Automatically increases benefits to keep pace with an employee's growing needs, without additional underwriting
- **Terminal Illness Benefit** - Accelerates up to 75% of the death benefit if a doctor determines the policyholder's life expectancy is 24 months or less

Protection that fits

Our Universal Life with long-term care rider, provides protection well beyond the norm.

The shrinking options for consumers to find long-term care protection has left many employees in need of a solution. By combining the benefits of long-term care benefits with universal life insurance, employees can have protection that fits their needs exactly.

**Trustmark's solution for
LTC was designed to
protect employees today,
tomorrow and beyond.**



Learn more about Universal Life and how it can be a cost effective solution to help fill the void for LTC in your clients' benefit plan.

Contact your Trustmark regional sales director today or visit www.trustmarksolutions.com.

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Trustmark **Voluntary Benefit Solutions®**

PERSONAL. FLEXIBLE. TRUSTED.®

Underwritten by Trustmark Insurance Company
Rated A- (EXCELLENT) A.M. Best

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¹An A.M. Best rating is an independent opinion of an insurer's financial strength and ability to meet its ongoing insurance policy and contract obligations. Trustmark is rated A- (4th out of 16 possible ratings ranging from A++ to Suspended).