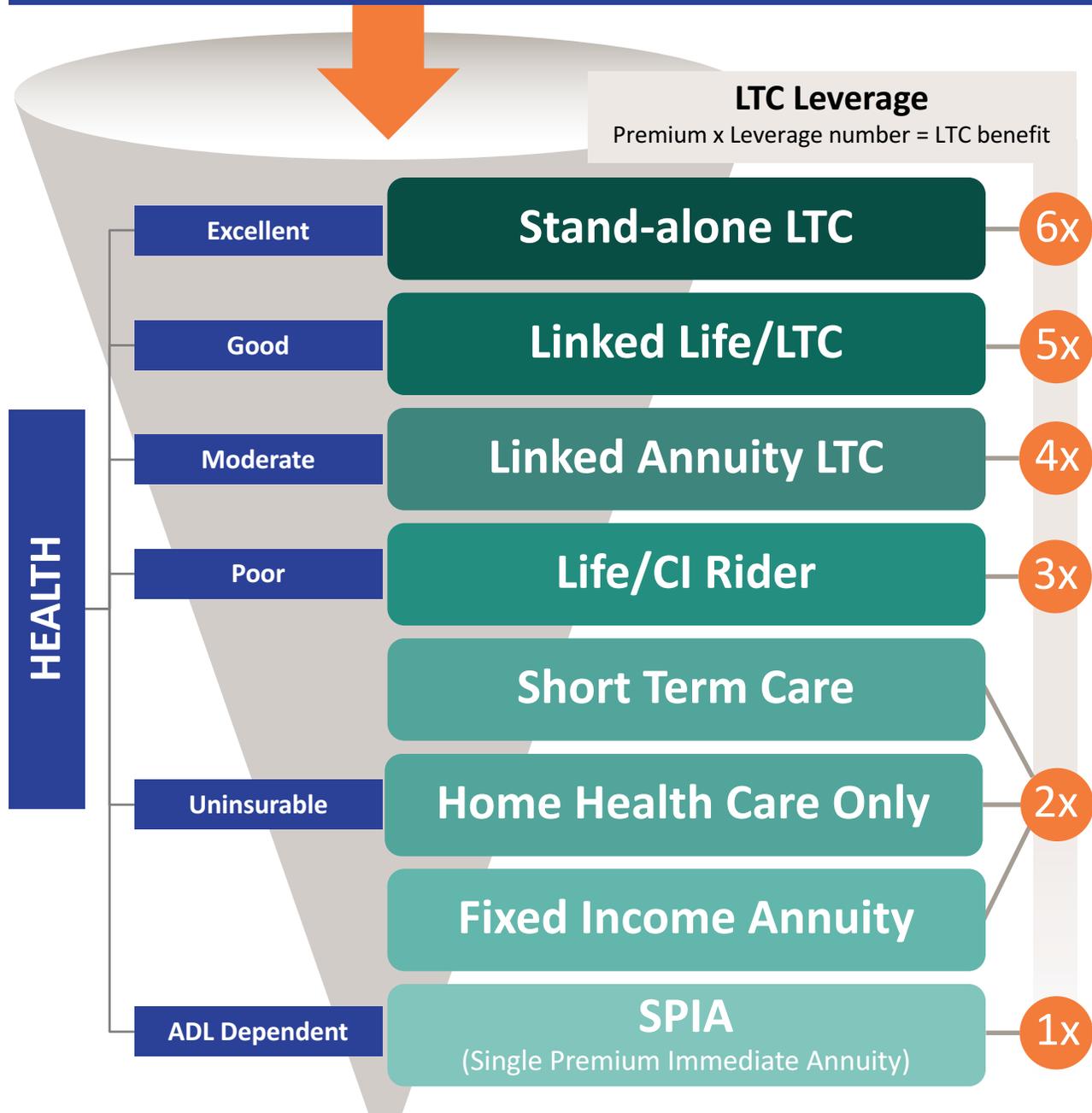


LTC PLANNING FUNNEL...

Finding the Perfect Solution

EVALUATE YOUR OPTIONS WITH A FACT FINDER:

Health • Finances • Preferences



LONG TERM CARE PLANNING...

Finding the Perfect Solution

If your clients are healthy, all options are available.

Consider the funding source to find the most suitable solution.

EXAMPLES If your clients have the money in a non-qualified deferred annuity, they could fund traditional LTC premiums via partial 1035 exchanges or they could fund an annuity linked benefit product via a full 1035 exchange.

If the money is in a life insurance policy, they could fund a life linked benefit product via a full 1035 exchange.

Your clients' preferences will also help you to determine the most suitable option.

OPTION 1 If your clients are concerned with future rate increases in traditional LTC policies, you might share with your clients a Linked Benefit product with guaranteed premiums in this situation.

OPTION 2 If your clients are concerned with the "use it or lose it" structure of a traditional LTC plan, you may want to recommend a Life Linked Benefit product with a guaranteed return of premium rider.

If your clients are uninsurable, they still have options.

OPTION 1 If they are uninsurable for the Traditional LTC plans and the Life Linked Benefit plans with full underwriting, you can consider an Annuity Linked Benefit product which may have more lenient underwriting.

OPTION 2 If they are uninsurable for the Annuity Linked Benefit plans, then you may want to consider a Life product with a Chronic Illness rider that does not underwrite for the LTC benefit. Generally, these plans will allow you to accelerate some portion of the death benefit to pay for LTC expenses. You may also want to consider Short Term Care. These products will offer up to 365 days of benefits with limited underwriting. Home health care only policies are another option with limited to no medical underwriting.

OPTION 3 If they are uninsurable for both Life Insurance and LTC insurance, then we would recommend a plan where they could accumulate assets in a safe investment set aside specifically for LTC expenses. There are Indexed Annuities that protect principal and guarantee a stream of income for life through a Guaranteed Withdrawal Benefit that will increase if you enter a nursing facility.

If your clients are already receiving care...

EXAMPLE If your clients are already receiving care, there is a plan for helping them to pay for their care in the most efficient manner. You could recommend a medically underwritten single premium immediate annuity. This will provide a lifetime guaranteed stream of income with an enhanced payout because of your client's reduced life expectancy. These products require a single premium deposit and may free up the rest of their assets to spend as needed.



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