

The Long Term Care Insurance Broker Kit



LTCL Done Right

disability
insurance
services **dis**

DIS partners with the nation's leading carriers to ensure you get the best product and the best price for every client. With DIS, you have access to a wide range of carriers and products as shown in the chart below.

PRODUCTS	GENWORTH ELEMENT FLEX 3	NGL* ESSENTIAL LTC	MUTUAL OF OMAHA CUSTOM SOLUTION	TRANSAMERICA TRANSCARE III
Individual LTCI	✓	✓	✓	✓
Multi-Life LTCI / Voluntary LTCI		✓		✓
Group LTCI	✓			
FEATURES	GENWORTH ELEMENT FLEX 3	NGL* ESSENTIAL LTC	MUTUAL OF OMAHA CUSTOM SOLUTION	TRANSAMERICA TRANSCARE III
Issue Ages	40 – 75	40 – 79	30 – 79	18 – 79
Tax Qualified	✓	✓	✓	✓
Lifetime Benefit Period Option		✓		
Benefit Frequency	MONTHLY	DAILY	MONTHLY	DAILY
Premium Payment Options	LIFETIME PAY	LIFETIME PAY SINGLE PAY 10-PAY	LIFETIME PAY	LIFETIME PAY
Inflation Options	✓	✓	✓	✓
HC Elimination Period Waiver Option	✓	✓	✓	✓
Home Care Options			✓	
Return of Premium (Cash Surrender)		✓		
Return of Premium (Death Benefit)	✓	✓	✓	✓
Married / Significant Spouse Discount	✓	✓	✓	✓
Shared Care Option	✓	✓	✓	✓
Cash Benefit			✓	✓
International Coverage	✓	✓	✓	✓
Rate Guarantee				✓
Partnership (depending on state)	✓	✓	✓	✓
MARKETS	GENWORTH ELEMENT FLEX 3	NGL* ESSENTIAL LTC	MUTUAL OF OMAHA CUSTOM SOLUTION	TRANSAMERICA TRANSCARE III
Individual	✓	✓	✓	✓
Employer		✓		✓
Association / Affinity	✓	✓	✓	✓
PROGRAMS	GENWORTH ELEMENT FLEX 3	NGL* ESSENTIAL LTC	MUTUAL OF OMAHA CUSTOM SOLUTION	TRANSAMERICA TRANSCARE III
Employer Pay Discount		✓	✓	✓
Association / Affinity Discounts	✓	✓	✓	✓
Simplified Underwriting (multi-life)				✓
Simplified Underwriting (group)	✓			

* National Guardian Life Insurance Company is not affiliated with the The Guardian Life Insurance Company of America a.k.a The Guardian or Guardian Life. Some features may not be available in all states with all products.

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FEATURES	ASSURITY	MUTUAL OF OMAHA
Ages	18-64	18-64
Min. / Max. Benefit	\$50,000 - \$500,000	\$10,000 - \$100,000
Payment	Lump Sum	Lump Sum
Definition	Guaranteed Renewable	Guaranteed Renewable
Return of Premium	✓	✓
Simplified Issue Limits	\$5,000-\$50,000	\$10,000 - \$50,000

WHAT'S COVERED

Invasive Cancer	✓	✓
Heart Attack	✓	✓
Major Organ Transplant	✓	✓
Aortic Surgery	✓	✓
Stroke	✓	✓
Bypass Surgery	✓	✓
Alzheimer's	✓	✓
Coma	✓	
Blindness	✓	✓
Deafness	✓	✓
Loss of Limbs	✓	
Major Burns	✓	
Paralysis	✓	✓

RIDERS

Disability Waiver of Premium	✓	
Accidental Death Benefit	✓	
Spouse Critical Illness Benefit	✓	
Children's Critical Illness Benefit	✓	
Intensive Care Unit		✓
Cash Value		✓
Loss of Independent Living Benefit		
Occupational HIV		
Benefit Extension		

Producer (Street) LTCI Compensation Summary

Base Commissions

GENWORTH	1ST YEAR	RENEWAL
ELEMENT FLEX 3 COMMISSION SCHEDULE # W04	55%	5%

TRANSAMERICA	1ST YEAR		YEARS 2-10	YEARS 11+
TRANSCARE III COMMISSION SCHEDULE # B5	Ages <70	Ages >69	All Ages	All Ages
	55%	40%	5%	1%

MUTUAL OF OMAHA	1ST YEAR			YEARS 2-5	YEARS 6-10	YEARS 11+
CUSTOM SOLUTION COMMISSION SCHEDULE # MC9	Ages <70	Ages 70-74	Ages 75-79	Ages 0-79	Ages 0-79	Ages 0-79
	55%	35%	30%	5%	2%	1%

NGL	1ST YEAR							
ESSENTIAL LTC COMMISSION SCHEDULE # 7010P BASE + INFLATION RIDERS	Ages 40-44	Ages 45-49	Ages 50-54	Ages 55-59	Ages 60-64	Ages 65-69	Ages 70-74	Ages 75-79
	70%	65%	60%	55%	50%	45%	40%	35%

NGL	YEARS 2-10
ESSENTIAL LTC COMMISSION SCHEDULE # 7010P BASE + INFLATION RIDERS	All Ages
	10%

Association/Employer and GSI Plans do affect First Year Commission, Renewals and Overrides

Compensation Schedules may differ in specific states by product line, pay period, issue age and hierarchy

Please refer to specific schedules for more details

Long-Term Care Facts

- In 2014, 46.2 million or 14.5 percent of the population was 65 or older. The number of seniors is expected to grow to 70.1 million by 2030, representing more than 19 percent of the population.¹
- 70 percent of Americans who reach age 65 will need some form of long-term care for an average of three years.²
- Long-term care can be expensive. The 2016 national median monthly expense for an assisted living facility is \$3,628. In less than 20 years, that is expected to increase by roughly 80 percent to an average of \$6,553.³

It's easy to see why many clients are taking a closer look at long-term care insurance as a forward-thinking solution for managing future costs.

How to Explain the Need

Long Term Care refers to a wide range of personal care and other related services provided on an extended basis to people who need help with certain Activities of Daily Living (ADLs) or who need supervision due to severe cognitive impairment such as Alzheimer's disease or by simply growing old and becoming frail.

The need for Long Term Care can occur due to:

- Aging (frailty) – inevitable (not if, but when and how long)
- Disease – statistical probability
- Accident – statistical probability

How to Explain the Product

What is Long Term Care Insurance?

It helps pay the expense of covered Long Term Care:

- When someone can no longer care for themselves and
- Must rely on others to provide assistance

Long Term Care Insurance can help pay for:

- Home Health Care
- Assisted Living Facility Care
- Nursing Home Care
- Adult Day Care
- Personal Care – ADL Assistance
- Homemaker Services – IADL Assistance
- Hospice Services
- Respite Care

Motivations of People Who Buy Long-Term Care Insurance⁴

- Protect their assets
- Avoid becoming a burden to their family
- Ensure they receive care in a quality facility
- Ensure they have options for care
- Maintain personal dignity and independence
- Have peace of mind

1: Administration on Aging; AoA.gov 2: PHCA.org 3: Genworth 2016 Cost of Care Survey 4: Mutual of Omaha Consumer Study Understanding Long-Term Care Buyers - Hearts and Minds

How Much Can You Earn

Long term care commissions are lucrative, allowing you to earn residual income each year upon renewal.

How Much Can You Earn?

Upon request, we will provide the specific compensation schedule for each of the carriers we represent. To request compensation information, please e-mail info@diservices.com or call 800-898-9641.

PROPOSED PLAN DESIGNPayment Method: Self Pay Employer PayBenefit: Daily Benefit Monthly Benefit

Benefit Amount: \$

Maximum Benefit Period:

Daily: 2yr 3yr 4yr 5yr 6yr LifetimeMonthly: 2yr 3yr 4yr 5yr 6yr LifetimeElimination Period (Days): 0 30 60 90 180 365**OPTIONS**0 Day Elimination Period for Home & Community Care: Yes NoHome & Community Care Benefit: 50% 75% 100%Inflation Protection Options: 1% Compound 2% Compound 3% Compound 5% Compound Future Purchase NoneShared Coverage: Yes NoPremium Payment Period: Lifetime 10-Pay Single PayReturn of Premium at Death: Yes No If yes, select one: Full LimitedReturn of Premium (Cash Surrender): Yes No If yes, select one: Full LimitedOptional Non-Forfeiture: Yes NoPartnership (if applicable): Yes No