

Long Term Care Insurance (LTCi) Versus Life Insurance with a Life Access Rider

Compare Cost

Age	Level Pay		10-Pay Life		Single Pay Life	
	Level Pay LTCi	Life w/ Life Access Rider	10-Pay LTCi	w/ Life Access Rider	Single Pay LTCi	w/ Life Access Rider
50	\$ 1,864	\$ 2,973	\$ 9,856	\$ 6,444	Not Available	\$ 49,054
55	\$ 2,208	\$ 3,755	\$ 10,114	\$ 7,863	Not Available	\$ 59,908
60	\$ 2,770	\$ 4,787	\$ 11,211	\$ 9,456	Not Available	\$ 71,106
65	\$ 4,107	\$ 6,352	\$ 13,997	\$ 11,723	Not Available	\$ 86,350
70	\$ 7,214	\$ 6,729	\$ 19,193	\$ 14,858	Not Available	\$ 106,453
75	\$ 10,374	\$ 12,512	\$ 25,875	\$ 19,578	Not Available	\$ 137,210
79/80	\$ 19,382	\$ 19,805	\$ 34,849	\$ 28,604	Not Available	\$ 200,122

Compare Death Benefits

Age	Level Pay		10-Pay Life		Single Pay Life	
	Level Pay LTCi	Life w/ Life Access Rider	10-Pay LTCi	w/ Life Access Rider	Single Pay LTCi	w/ Life Access Rider
50	\$ -	\$ 300,000	\$ -	\$ 300,000	Not Available	\$ 300,000
55	\$ -	\$ 300,000	\$ -	\$ 300,000	Not Available	\$ 300,000
60	\$ -	\$ 300,000	\$ -	\$ 300,000	Not Available	\$ 300,000
65	\$ -	\$ 300,000	\$ -	\$ 300,000	Not Available	\$ 300,000
70	\$ -	\$ 300,000	\$ -	\$ 300,000	Not Available	\$ 300,000
75	\$ -	\$ 300,000	\$ -	\$ 300,000	Not Available	\$ 300,000
79/80	\$ -	\$ 300,000	\$ -	\$ 300,000	Not Available	\$ 300,000

All Premiums are based on Preferred rates. The Long Term Care Benefits are \$200 per Day 4 Years With no exclusion period because the Accelerated Benefit on the life insurance policy has No Exclusion period. *For Producers Only...Not intended for Public Dissemination.*

Compare Processes

	LTCi	Life with Rider
Need Reciepts?	Yes	No
Full benefit at home?	Up to Daily Limit	Yes
Pays Spouse or Family Member?	No	Yes
Money must be spent on Care?	Yes	No
Remaining unused benefit paid to beneficiary?	No	Yes
Refund of premium if never used?	No	Full Death Benefit to Beneficiary(ies)
Refund of unused benefits purchased?	No	Remaining Death Benefit to Beneficiary(ies)
Tax Deductible Premiums	Perhaps Partially	No
Any Cash Back if I quit?	No	Depends on policy design. This option is available.
Is this considered a Health Insurance Benefit?	Yes	No
Are the benefits taxable?	No	No
Subject to Morbidity Underwriting?	Yes	No
Subject to Mortality Underwriting?	No	Yes
Closing Percentage according to LIMRA	7%	45%
Compensation %	Age Dependent 40 to 85%	85%
Do unused Benefits create a legacy asset?	No	Yes
Benefit trigger	2 Out of 6 ADLs or Cognitive Impairment	2 Out of 6 ADLs or Cognitive Impairment
Guaranteed Cost without Future Premium Increases?	No	Yes

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