

University of Nebraska Group Long Term Care Insurance Program

Employee Presentation

Genworth 



Underwritten by **Genworth Life Insurance Company.**

Today's Topics

An Introduction to Long Term Care (LTC) and
Long Term Care Insurance (LTCI)

The Three Key Decisions

Additional Benefits & Eligibility

Summary & Next Steps

Why Purchase Long Term Care Insurance?

- **Protect Savings**

Helps protect the money you've been saving for retirement, education, etc.

- **Maintain Choice & Control**

Helps keep your options open about how you receive care.

- **Protect Family**

Helps protect your family and friends from the impacts of caregiving.

- **Stay At Home**

Helps reimburse expenses to make home modifications and receive home care where you're most comfortable.

Myths & Realities

“It won’t happen to me.”

At least 70% of people over 65 will need long term care services and support at some point*

“My insurance will cover me.”

Neither disability nor health insurance are designed to cover long term care expenses

“The government will pay for the care I need.”

Medicare & Medicaid benefits are very limited and you may not qualify

“Long term care insurance is too expensive.”

You can customize a plan to fit your needs and your budget

*2015 Medicare & You, National Medicare Handbook, Center for Medicare and Medicaid Services, revised September 2014. For copies of this publication, call 1-800-MEDICARE.

Long Term Care Insurance May Be More Affordable Than You Think

Premiums vary by age

Coverage for a 40-year old under this program can be as low as **\$26.52** per month – less than a dollar a day.

Purchase Age	Cost Per Month
Age 45	\$27.94
Age 50	\$34.72
Age 55	\$46.12
Age 60	\$67.70

This displays example premiums for a plan design of **\$100** Daily Benefit and **\$73,000** Total Coverage at a variety of ages. It assumes no FPO elections are exercised and no premium increases occur. Actual premiums depend on the age, plan design and options selected.

How Do You Qualify For Benefits?



Need For Care May Arise From:

- Injuries caused by accidents
- Illnesses like Multiple Sclerosis
- Diseases like Alzheimer's or Parkinson's
- Strokes or other chronic conditions

If you need help with at least **2 of the 6** Activities of Daily Living (ADLs), and help is expected to last at least 90 days.

A severe cognitive impairment that requires substantial supervision also makes you eligible to qualify.

When you need long term care, the **elimination period** is the time period during which you must pay for your own care without being reimbursed under the policy.

LTCI can help reimburse the cost of LTC services that help people perform everyday activities

How Does Long Term Care Insurance Work?



A “Pool of Benefits”

LTCI provides a pool of benefits (Total Coverage Maximum) that can reimburse long term care services when and where needed.

- **Home & Community Care**
 - Nurses & Therapists
 - Home Modifications
 - Adult Day Care
 - Incidental Home Maker & Chore Care
- **Assisted Living Facility Care**

Allows you to live independently with on-site support for daily basics
- **Nursing Facility Care**

Provides more skilled care, supervision, medication, therapies and rehabilitation



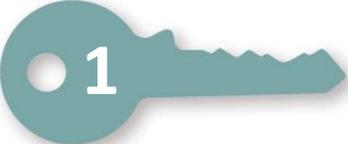
The **Three Key** Decisions

Basic Choices to Customize Your Plan

The examples that follow reflect plan design options and premiums available to your group. Your actual premiums will depend on your age and the plan design you choose. Examples assume no premium increases occur, except as anticipated with acceptances of the FPO Benefit Increase Option.

All cost of care information shown is based on Genworth's 2015 Cost of Care Survey, conducted by CareScout® 4/2015.

Three Key Decisions



Daily Benefit Amount

<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
\$100	\$150	\$200

Select a
Daily Benefit Amount

Total Coverage Maximum



<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
\$73,000	\$109,500	\$146,000
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
\$109,500	\$164,250	\$219,000
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
\$146,000	\$219,000	\$292,000

Select a
Total Coverage Maximum



Benefit Increase Option

- Buy More Coverage Over Time
- Automatic 3% Compound for Life
- Automatic 5% Compound for Life

Select a
Benefit Increase Option

Three Key Decisions



Daily Benefit Amount



Cover the **daily cost of care** in the area where you might retire

- 100% for nursing home & assisted living
- 60% for home & community care

Total Coverage Maximum



Benefit Increase Option

- Buy More Coverage Over Time
- Automatic 3% Compound for Life
- Automatic 5% Compound for Life



Step 1: Choose a Daily Benefit

Select a Daily Benefit to cover the daily cost of care in your area

Calculate the Cost of Care in your area

ENTER AND SELECT CITY, STATE OR ZIP CODE

Nebraska, USA

Compare Location

SELECT COST BY PERIOD

HOURLY

DAILY

MONTHLY

ANNUAL

CALCULATE FUTURE COST



2019

2029

2039

2049

2059

2069

Reset



Daily Median Costs: *Nebraska - State* (2019)

In-Home Care	
Homemaker Services ¹	\$154
Home Health Aide ¹	\$163

Community and Assisted Living	
Adult Day Health Care ²	\$84
Assisted Living Facility ³	\$126

Nursing Home Facility	
Semi-Private Room ²	\$230
Private Room ²	\$253

Print to PDF

Change weekly In-Home Care hours (Only available with Daily, Monthly, or Annual Cost by Period)

Three Key Decisions



Daily Benefit Amount



Cover the daily cost of care in the area where you might retire

- 100% for nursing home & assisted living
- 60% for home & community care

Total Coverage Maximum



Have enough coverage to last ~3 years



Benefit Increase Option

- Buy More Coverage Over Time
- Automatic 3% Compound for Life
- Automatic 5% Compound for Life



Step 2: Choose Your Total Coverage

Select a Total Coverage Maximum that will cover ~3 years of care

	Cost for 1 Year of Care	X	Years of Care	=	Target Total Coverage Maximum
Assisted Living Facility (A private room)	\$48,612				\$145,836
Home Health Care (44 hours with a licensed home health aide @ \$20 per hour)	\$51,480		x3		\$154,440
Nursing Home (A semi - private room)	\$90,155				\$270,465

Three Key Decisions



Daily Benefit Amount



Total Coverage Maximum



Cover the daily cost of care in the area where you might retire

- 100% for nursing home & assisted living
- 60% for home & community care

Have enough coverage to last ~3 years



Benefit Increase Option

- Buy More Coverage Over Time
- Automatic 3% Compound for Life
- Automatic 5% Compound for Life

Keep up with the cost of care in the future



Step 3: Choose A Benefit Increase Option

Select an option to help your coverage keep up with inflation

- 5% Compound Automatic Increase for Life**
 - Available for an additional premium.
 - Premiums stay level but costs most at issue

- 3% Compound Automatic Increase for Life**
 - Available for an additional premium.
 - Premiums stay level but costs more than FPO at issue

- Buy More Coverage Over Time (FPO)**
 - Coverage can increase every 3 or 6 years
 - Default option. Costs less at issue but increases with each additional purchase

Premiums for additional coverage under the FPO option are based on your age when you accept your increase offer.

Additional Benefits Included in Your Plan

Waiver of Premium

Waives premiums if you are receiving care in a nursing facility or at home. It also waives premiums while bed reservation & hospice benefits are being paid.

Bed Reservation

Reimburses charges to reserve your accommodations in a nursing or assisted living facility while you are away for any reason.

Hospice Care

Reimburses charges up to the applicable daily Benefit.

Refund of Premium

Returns all or a part of the premiums you've paid if you die

International Coverage

Reimburses covered care and services received outside the United States

Additional Benefits Included in Your Plan

That May Help You Stay At Home

Respite Care

Reimburses charges up to the applicable Daily Benefit to give an unpaid caregiver short term relief.

Home Assistance

Reimburses up to 3 times the Daily Benefit Amount for home modifications, support equipment and caregiver training.

Informal Care

Reimburses cost of services provided by a friend or family member

Additional Benefits You May Select

Nonforfeiture Benefit

- Provides reduced coverage in event of lapse for any reason
- Requires coverage in force for at least three years

Who is Eligible to Apply?

To be eligible, each applicant must maintain a permanent U.S. residence, and have a valid Social Security Number or Tax Identification Number from the U.S. government.

- Actively at work, full and part time (20 hours) employees
- Employee's spouse or domestic partner under age 76
- Employee's Parents and Parents-in-law under age 76
- Employee's Grandparents and Grandparents-in-law under age 76
- Employee's Spouse/Partner's Adult Children and Siblings under age 76

Each person must apply separately.

Enrollment Medical Underwriting

Applicant	Application
Eligible Full-Time Employee New Hires up to and including age 65 during new hire period	Modified Guarantee Issue Comprehensive (MGIC) <ul style="list-style-type: none">• 2 question form• Height / weight parameters• Pre-Existing Conditions Limitation applies*
Eligible Full-Time Employee New Hires ages 66 and above during new hire period	Long Form <ul style="list-style-type: none">• Medical records are requested• Full medical underwriting, which may include:<ul style="list-style-type: none">- Paramedical exam- Functional/Cognitive Assessment- Phone Health Interview
Eligible Full-Time Employees outside of new hire period	
All Other Applicants ages 18-75	

* Pre-Existing Conditions Limitation: We will not pay for Covered Expenses incurred for any care or confinement that is a result of a Pre-Existing Condition when the care or Confinement begins within twelve months following the initial certificate effective date. A pre-existing condition means a condition (illness, disease, injury or symptom) for which medical advice or treatment was recommended by, or received from, a health care professional within six months prior to the initial certificate effective date.

Why Act Now?

If you postpone the decision to buy...

- Underwriting requirements may change.
- You may not qualify due to future health issues.
- Your premiums will be established at your older age & higher rate.

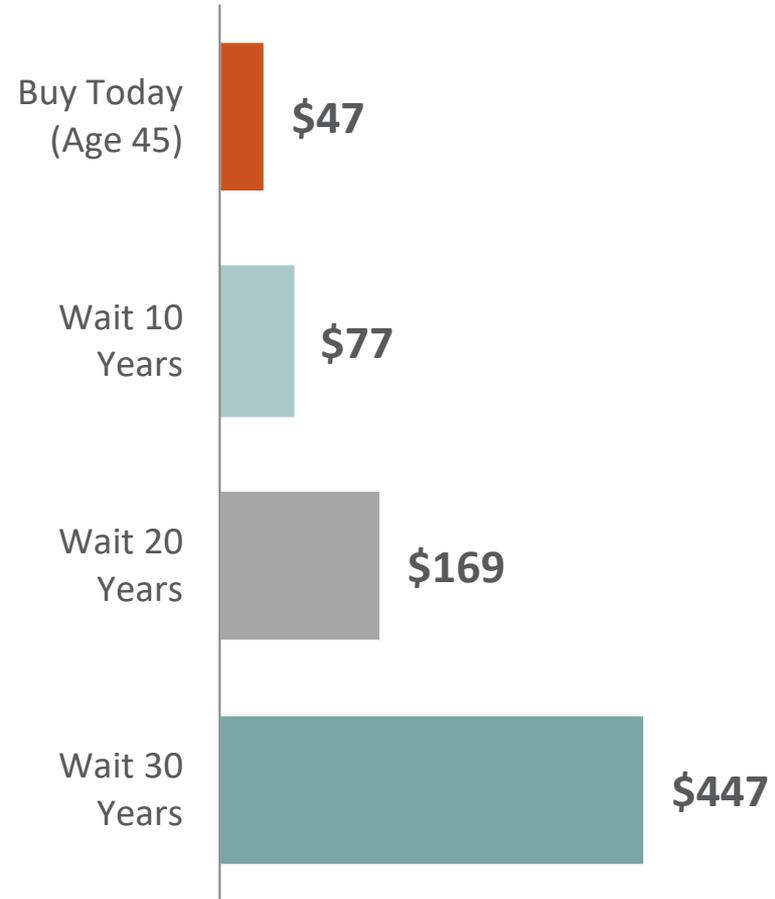
EXAMPLE BASED ON

\$150 Daily Benefit

\$164,250 Total Coverage

FPO Benefit Increase

This example is case specific and presents one of the plan designs available. It assumes no FPO elections are exercised and no premium increases occur. Additional options are available at different costs.



Key Advantages of This Program

- Spouses/partners and other family members 18-75 can also apply with these customized group rates
- A 30 day free look is available
- Care coordination and other additional benefits are included at no additional cost
- Coverage is portable - you can take it with you if you leave your job or retire
- Flexible choices to match your needs and your budget
- Easy enrollment by web or paper

Available Billing Options

- Direct bill on quarterly, semi-annual or annual basis or monthly electronic funds transfer

Long Term Care Insurance Partnerships

The Nebraska Long Term Care Partnership

- Recognizes Partnership Qualified Long Term Care Insurance
- Helps to protect assets for residents who purchase Partnership Qualified LTCI
- Gives dollar-for-dollar asset protection for each dollar of benefits paid under qualified long term care insurance

Partnership Qualified Long Term Care Insurance

- Insurance under this Group Program qualifies where certified
- The appropriate inflation protection option must be selected
 - If you are not yet 76, 3% or 5% Compound Automatic Benefit Increases for Life Benefit Increase Option
 - If you are older than 75, inflation protection is not required.

State regulations may change.
This information is current as of January 2016

Three Key Decisions

Monthly Benefit Amount



Total Coverage Maximum



Benefit Increase Option



The screenshot displays a user interface for selecting a health plan. It is divided into three main sections for key decisions, a summary of costs, and an application button.

- Decision 1: Selected Daily Maximum Benefit**
 - Current selection: \$150
 - Controls: - LESS, Do you need?, + MORE
 - Link: [How much is enough?](#)
- Decision 2: Selected Coverage Length**
 - Current selection: 3 YEARS
 - Controls: - LESS, Do you need?, + MORE
 - Footnote: *This affects your total coverage amount - the total amount available to reimburse covered expenses for the lifetime of your coverage.
 - Link: [How much is enough?](#)
- Decision 3: Selected Benefit Options**
 - Option: BENEFIT INCREASE (grow your coverage over time)
 - Buttons: 3%, 5% (5% is selected)
 - Option: BUY MORE COVERAGE OVER TIME (selected)
 - Option: NON-FORFEITURE (protect your coverage)
 - Buttons: YES, NO (NO is selected)
 - Footnote: *Partnership Information

Summary of Costs:

- You pay:** \$49.07 PER MONTH (Your Plan)
- You get:** \$164,250 of TOTAL COVERAGE (Daily Maximum Benefit \$150)
- Link: [Need more or less?](#)
- Button: [ADDITIONAL PLAN DETAILS](#)
- Button: [Apply](#)

Additional Features:

- ADD AN ESTIMATE For your eligible family members
- Icons: +, Save, Email, Print
- Info box: See what costs can be covered with this amount

Next Steps

Take advantage of this limited-time offer of reduced underwriting during the enrollment period / Review your coverage options now:



Apply Online

www.genworth.com/nebraska

OR



Call Customer Service

1 800.416.3624

Talk to your spouse/partner, parents, parents-in-law, and grandparents about this program. They are also eligible to apply up to age 76.

Details You Should Know

- Rates are designed and priced for long term stability-however they could increase
- There is an elimination or waiting period.
- **Care not covered includes:**
 - Care for which no charge is made in the absence of insurance
 - Care outside US except as covered by the international benefit
 - Care by immediate family member except as covered by the informal care benefit
 - Care by Veterans Administration or other government facility
 - Care by a Worker's Compensation or occupational disease act or law
 - Care resulting from war or act of war, suicide or self inflicted injury, participation in a riot or felony, service in the armed forces, alcoholism or drug addiction
 - Care or confinement that is the result of a pre-existing condition when such care or confinement begins within twelve months following your certificate date.
- **Non-Duplication of Benefits.** We will reimburse only for covered expenses that exceed the amounts payable under:
 - Medicare (including amounts reimbursable in the absence of a deductible or coinsurance amount)
 - Any federal or state worker's compensation, employer's liability, or occupational disease law
 - Any other federal, state or government health care or long term care program, except Medicaid.
- **Coordination of Benefits:**

This program coordinates its benefits with all other group long term care insurance coverage that you have.

View important details in the Outline of Coverage at www.genworth.com/groupltc

Additional Disclosures

- This insurance program is underwritten by Genworth Life Insurance Company.
- Coverage is provided under group policy 16189 issued to University of Nebraska using policy form 7053. Form numbers can vary by state, including a state specific variation. For example, in PA, the certificate form number may read 7053CRT-PA.
- Coverage is intended to be tax qualified under IRS code 7702(B).
- State variations may apply. Refer to your outline of coverage for specific definitions, benefits, features, exclusions and limitations.
- This material is part of a solicitation for Group Long Term Care insurance.

