

Life with Long Term Care Comparison

Carrier	Allianz	Aviva	AXA	Genworth	John Hancock	Lincoln Financial
Product Name	Life Pro+	Lifetime Builder	Athena (I)UL, Incentive Life Legacy II, Incentive Life Optimizer II	Asset Builder IUL, Foundation Builder IUL	All Single Life Perm	LifeGuarantee UL, LifeReserve Indexed UL Accumulator, VULONE 2012
Rider Name	LTC Rider	Accelerated Access Rider	LTC Insurance Rider	Accelerated Benefit Rider for LTC Services	LTC Rider	LifeEnhance ABR
Minimum DB	\$100k	\$100k	\$100k	\$100k	\$100k	\$100k
LTC License Required	No	No	Yes	Yes	Yes	No
Rolling Target	2 year	Yes	No	Lifetime	No	Yes
IMPACT TO POLICY WHILE ON CLAIM	Death Benefit	Dollar for dollar reduction	Dollar for Dollar Reduction	Dollar for dollar reduction	Dollar for Dollar reduction	Dollar for dollar reduction
	Policy Value	Dollar for dollar reduction	Dollar for Dollar Reduction	Dollar for dollar reduction	Proportional reduction	Proportional Reduction
	Monthly Deductions	Not waived	Not Waived	Base policy premiums - waived, Policy charges - not waived, Rider charges - waived	Waive all charges except loan interest while on claim	Not waived
RIDER BENEFIT COMPARISON	Benefit Payment*	Reimbursement	Indemnity	Indemnity	Reimbursement	Reimbursement
	Qualifications	Unable to perform 2 of 6 ADL's OR Cognitive Impairment	Unable to perform 2 of 6 ADL's OR Severe Cognitive Impairment	Unable to perform 2 of 6 ADL's OR Severe Cognitive Impairment	Unable to perform 2 Of 6 ADL's OR Severe Cognitive	Unable to perform 2 of 6 ADL's OR Severe Cognitive Impairment
	Impairment Must Be Permanent	No	Yes	No	No	No
	Proof of Loss Req'd	Yes	Yes	No	Yes	Yes
	Issue Ages	0-75	18-75	20-70	18-65	20-80
	Table Ratings	No	Yes - Up to Table 4	No	Yes, but no extra LTC rider charges	Yes - Up to Table 3
	Residual DB	No	Yes	Remaining DB not accelerated	No	No
	Max Face Amount	\$1mil		\$20mil	\$1.2mil	\$5mil
	Annual Recert	No	Yes	Yes	Yes	No
	Elimination Period	90 days	Benefits are Available at issue	90 days	0 day for Home Care, 90 day for Facility (Home Care & Medicaid days satisfy Facility EP)	100 days
	Benefit Payment Options	Maximum monthly is 1-4% of net DB - up to \$10k/month	Annual or monthly; lesser of 2% of the Eligible Amount of the IRS Per Diem Limit	1%, 2% or 3%. Note: Limited to 2 x per diem limit allowed by the HIPAA times 30.	2, 3, or 4 years which equates to 2.1% thru 4.2% of Specified Amount	1%, 2%, or 4% (maximum of \$50,000/month) of the total benefit pool
Extension of benefits	No		No	No	Yes	

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Carrier	MetLife	Minnesota Life	Nationwide	Protective Life	Transamerica	
Product Name	Promise Whole Life Series	Eclipse, Eclipse Protector, Accumulator UL & VUL	NLG - UL, Indexed UL, Accumulation VUL, Protection VUL, CAUL, Single Premium UL	Custom Choice UL Lifetime/Advantage Choice UL	TransACE with Long Term Care	
Rider Name	Enhanced Care Benefit	LTC Agreement	LTC Rider	ExtendCare Rider	LTC Rider	
Minimum DB		\$25k	\$100k	\$100k	\$25k	
LTC License Required	No	Yes	Yes	No	Yes	
Rolling Target		2 year	2 Year	ACUL - 24 months	2 year	
IMPACT TO POLICY WHILE ON CLAIM	Death Benefit	Dollar for dollar reduction	Dollar for dollar reduction	Dollar for dollar reduction	Dollar for dollar reduction	
	Policy Value	Dollar for dollar reduction	Dollar for dollar reduction	Dollar for dollar reduction	Proportional reduction	
	Monthly Deductions	Not Waived	Base policy premiums - waived, Policy charges - not waived	Waived during claim if policy would otherwise lapse	Waived during claim if policy would otherwise lapse	While on claim, monthly charges for the LTC Rider are waived. Monthly charges for the base and other riders continue.
RIDER BENEFIT COMPARISON	Benefit Payment*	Indemnity	Indemnity	Indemnity	Indemnity	
	Qualifications	Unable to perform 2 of 6 ADL's OR Severe Cognitive Impairment	Unable to perform 2 of 6 ADL's OR Severe Cognitive Impairment	Unable to perform 2 of 6 ADL's OR Severe Cognitive Impairment	Unable to perform 2 of 6 ADL's OR Severe Cognitive Impairment	Unable to perform 2 of 6 ADL's OR Cognitive Impairment
	Impairment Must Be Permanent	Yes	No	No	Yes	No
	Proof of Loss Req'd	No	Yes	No	No	Yes
	Issue Ages	18-70	20-80	21-80	20-80	18-80
	Table Ratings	Standard with no more than \$5.00 FE. Table B-Table D without FE	Yes	Yes - Up to Table 5	Yes - Up to Table 4	Yes, Up to Table 4
	Residual DB	DB not accelerated or if depleted 10% of Face Amount (max \$25k)	DB not accelerated or if depleted 10% of Face Amount (max \$25k)	Yes (10% of original DB)	5% of Remaining DB not accelerated	Amount is lesser of: 10% of the policy face amount minus any outstanding loans; or \$10,000
	Max Face Amount	\$5mil	\$5mil	\$3mil	\$5mil	\$1mil
	Annual Recert	Yes	Yes	Case by case basis	Yes	Yes
	Elimination Period	90 days	90 days	90 days	Two Options: 90 days, 365 days	90 days
	Benefit Payment Options	Max of 24% of DB per year up to 90% of total DB over life of contract, lump sum or monthly payments. Limited by HIPPA Daily limit	The lesser of 2% or 4% of the LTCA face amount or the number of service days in a month x \$290	Maximum monthly benefit is 2% of the death benefit up to the IRS per diem limit	Any whole dollar amount between \$1,000 - \$9,600 (not to exceed 5% of the base policy face amount)	The lesser of 2% of the gross death benefit or monthly per diem
	Extension of benefits	No	No	No	No	No

Hybrid UL/LTC

	Carrier	Genworth	Lincoln National Life	State Life
	Product Name/Type	Total Living Coverage UL	MoneyGuard UL	Asset-Care I (WL)
	LTC License Required	Yes	State Dependent	Yes
	Minimum DB	\$50,000	\$50,000	\$50k-100k
IMPACT TO POLICY WHILE ON CLAIM	Death Benefit	Dollar for dollar reduction	Dollar for dollar reduction	Dollar for dollar reduction
	Policy Value	Proportional reduction	Dollar for dollar reduction	Dollar for dollar reduction
	Monthly Deductions	Waive all charges while on claim	Waived during benefits	Would have to select WOP
	Rider Name	Accelerated Benefit and Extension of Benefit Riders	Convalescent Care Benefit and Extension of Benefits	Continuation Access Rider
Rider Benefit	Benefit Payment*	Reimbursement	Reimbursement	Reimbursement
	Chronically Ill Definition	Unable to perform 2 of 6 ADL's OR Severe Cognitive Impairment	Unable to perform 2 of 6 ADL's OR Cognitive Impairment	Unable to perform 2 of 6 ADL's OR Cognitive Impairment
	Issue Ages	18-79	35-69 Single Premium / 35-80 Flexible Premium	40-80 (35-80 Joint)
	Table Ratings	Offer Pref NT, Std. NT, Std T & Table	Std. NT or Std. T	Offer Pref NT, Std. NT, Std T & Table
	Residual DB	10% of Specified Amount	10% of Specified Amount	No
	Max Face Amount	\$25k max monthly benefit w/o inflation	\$750k	1.5mil
	Annual Recert	Yes	Yes	Yes
	Elimination Period	Home Care 0 days, Facility 90 days (Home Care & Medicaid days satisfy Facility EP)	None (Plus)	60 days of qualified long-term care
	Benefit Payment Options	24-72 months - DB divided by number of months	2-7 year payout - DB divided by number of months	2%, 3%, 4%
	Inflation Rider	3% or 5% simple/compound	3% simple or compound, 5% compound	0%, 3% (in limited amount of states), 5%
	ROP	Yes, after year 2	Yes	Yes
	Premium	Single pay	Single, 3, 5, 7, 10 pay	Single pay

No-Cost Riders

	Carrier	American National	Mutual of Omaha	National Life/LSW	North American	Principal	Symetra
	Product Name/Type	Affinity 7 WL, ANICO IUL, ANICO EUL	AccumUL Plus, Guaranteed UL, GUL Plus, GUL Express	All UL, IUL, Term	All Perm	Flex II/Accum II	Classic UL
	Minimum DB	25k-50k	\$50k	\$25k	\$25k	\$50k	\$50k
	LTC License Required	No	No	No	No	No	No
	Rolling Target	2 years	No	Lifetime	No	No	No
IMPACT TO POLICY WHILE ON CLAIM	Death Benefit	Settlement	Proportional reduction	Settlement	Dollar for dollar reduction	Dollar for dollar reduction	Lien against policy
	Policy Value	Settlement		Settlement	Dollar for dollar reduction	Proportional reduction	Lien against policy
	Monthly Deductions	Not waived		Waived	Not waived until 1/2 of benefit has been accelerated	Not Waived	Not waived
Rider Benefit Comparison	Rider Name	ABR	ADBR	ABR 2	Chronic Illness ABR	CIDBAR	ABR
	Chronically Ill Definition	Unable to perform 2 of 6 ADL's OR Severe Cognitive Impairment	Unable to perform 2 of 6 ADL's OR the insured provides evidence that their life expectancy is less than one year	Unable to perform 2 of 6 ADL's OR Cognitive Impairment	Unable to perform 2 of 6 ADL's OR Severe Cognitive Impairment	Certified by physician that insured is chronically ill. Unable to perform 2 of ADL's or Severe Cognitive Impairment	Unable to perform 2 of 6 ADL's OR Severe Cognitive Impairment
	Proof of Loss Req'd	Yes		Yes	Yes	No	Yes
	Issue Ages	Product Dependent		Up to 85	Up to 75	Ages 20-75	Ages 20-85
	Table Ratings	Yes - Up to Table 4		Yes, case by case basis	Yes - Up to Table 4	Yes - Table 3 or better & FE Max of \$7.50	No
	Residual DB	No		Yes - remainder of DB	Yes - Greater of 5% of the DB or 10k	Yes	Yes - remainder of DB
	Max Face Amount	\$2mil		\$1.5mil	\$1mil	\$1mil	Max benefit of 250k or 50% of face if <500k DB
	Annual Recert	NA		Yes	Yes	Yes	No
	Elimination Period	90 days after 2 years in force	90 days	90 days after 2 years in force	90 days	No waiting period	90 days
	Benefit Payment Options	DB - Actuarial Discount - Admin Fee up to \$500- Loans = Lump sum		2% of DB for 50mos, discounted based on age and other factors	Min = lesser of 5% of DB or \$75k. Max = lesser of 24% of DB or \$240k (per election) \$200 admin fee	Annual Max - lesser of 25% of face or annualized per diem, Annual Minimum - lesser of 10% of face or \$10,000, Lifetime Max - lesser of 75% of face or \$1,000,000	Lump sum or in monthly payments for up to 10 years