

# Hybrid Life/Long-Term Care Insurance

A powerful two-for-one benefit that pays out through life insurance, long-term care, or both — giving employees flexible protection without the “use it or lose it” limits of stand-alone LTC coverage.

## How It Works

- Opportunity for employees to purchase “TWO FOR ONE” coverage that can pay out 4 different ways:
  - **Long-Term Care (LTC) benefits (aka Living Benefits):** Separate pool of \$ payable at 4% a month for 25 months of benefits  
*Example: \$50k policy amount would pay \$2k a month*  
*and*
  - **Extension of Benefits Rider:** Doubles the amount of protection (another separate pool of \$) providing another 25 months of coverage for a total of 50 months  
*and*
  - **Life Insurance benefit:** Separate pool of \$  
*Example: \$50k benefit*  
*or*
  - **Terminal Illness Benefit:** Accelerates 75% of Life Insurance benefit amount when life expectancy is 24 months or less *Example: \$37,500 benefit*

**Restoration of Benefits Rider** – Pays 4% monthly benefit for LTC, and then immediately replenishes the Life amount dollar for dollar. **DOES NOT REQUIRE** the insured to be out of a facility or under LTC supervision for 90 days before replenishing the benefit amount.

## Key Features

- ✓ 100% of policyholders receive a benefit either from LTC payment, Life Insurance payment for beneficiaries, or **BOTH**
- ✓ 100% of death benefit amount can be used for LTC benefit (separate pool of \$)
- ✓ The appeal of this coverage: *IT IS NOT* a “use it or lose it” proposition like stand-alone LTC. 2 for 1 coverage
- ✓ Guaranteed issued initial enrollment (including new hires) and annually afterwards if certain enrollment conditions are met
- ✓ Premium rates are guaranteed until age 100
- ✓ SMOKER RATES take into consideration “cigarette” use only and NOT OTHER tobacco usage such as dip, chewing tobacco, cigars, vape, e-cig, etc.
- ✓ **Concierge Care Coaching** helping guide you through caring for a loved one such as a parent, grandparent, spouse, sibling, or other family member.

- Trustmark's definition of payment for LTC benefits "does not require 'permanency'" – after diagnosis from a physician, our benefits can be applied earlier & paid out earlier for the insured because policy can accommodate a "temporary" loss
- Waiver of Premium – included while the insured is receiving Living (LTC) benefits from policy

**INTERIM COVERAGE** (signature date coverage) provides protection for the insured between the time they signup for coverage and the group's effective date. For example, insured enrollment date during the month of October, with group effective date of January 1st, coverage could be provided during this time period. Available if: –eligible for coverage (so actively at work at the time of enrollment), –they are insurable (GI or we would have approved them), –premium collection is authorized / first payroll deduction takes place.

**NO EXCLUSIONS FOR WAR OR ACTS OF WAR** – for our life insurance benefit only. A policyholder has protection as long as their coverage is in-force & paid to date. For military service, if a policyholder is called up for military duty / drill time, they are protected no matter where they are located.