LTCi Options & Client with an established need and/or desire for long term care insurance protection Planning Choices Client is medically insurable Client is not medically insurable Stable, predictable income and Stable, predictable income but no Client should explore legal planning Unstable or minimal income & substantial liquid savings, substantial savings, investments, options, home equity, reverse limited or illiquid assets. investments or assets. assets, or has illiquid assets. mortgage, family financing of care needs, non-medically-underwritten annuity products with some form of income enhancer when LTC is needed, Will the income alone support on-going premiums? LTC insurance is not or discounted, pre-paid home care appropriate contract. Yes What are the clients primary No goals & concerns? Are there other premium funding sources such as cash value life insurance that's no longer needed, home equity or reverse mortgage proceeds, family member contributions, etc.? Client wants LTC protection, but is Primary concern is also concerned with liquidity, and efficient protection doesn't like the "use it or lose it" against LTC expenses nature of LTC insurance Stand-alone LTC Life & LTC Hybrid LTC Annuity **Short Term Care Policy** Insurance Something's coming back to Something's coming back to Limited availability the client or family - death the client or family Lowest buy-in cost benefit, LTC benefits, some of Typically more liberal both, or surrender value Highest level of true long Single-pay underwriting term care protection Can do single pay, limited-Some liquidity No "chronic" requirement to pay or lifetime premiums, or Most flexible plan design receive benefits All the regular advantages/ 1035 exchange options options associated with Shorter elimination periods Premiums guaranteed deferred annuities LTC Partnership protection Lower cost May offer liquidity options Tax advantages Some offer "CASH" benefits