LONG TERM CARE SUMMARY

INTRODUCTION TO LONG TERM CARE

What is long term care? (LTC)

Custodial care received in a nursing home, an assisted living facility, or at home when you need:

Help with two or more Activities of Daily Living

- Dressing
- Transferring
- Toileting
- Eating
- Continence
- Bathing

OR

Supervision due to Cognitive Impairment

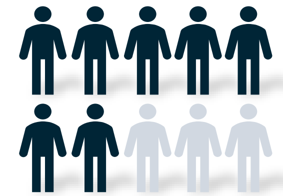
- Alzheimer's
- Stroke

Common reasons people need LTC:

- Illness: Cancer, Stroke, or Heart disease
- Injury: Bone fracture or Spinal cord injuries
- Aging: Natural aging, Alzheimer's, or Dementia

What is the probability of needing LTC?

7 out of 10 sixty-five year olds will need some type of LTC services during their lifetime[1].



If I have a LTC event, what age might an event occur?

The average LTC claim is made at age 83, although LTC events can happen at any time[2].

AGE 83

For claims lasting more than one year, the average LTC claim lasts 3.9 years.[3]

How Caregiving Can Impact Family Members And Loved Ones[4]

46%
of caregivers said the long term care event negatively affected their health and well-being

70%
of caregivers said they had to take away time from work

61%
of families are helping to cover the cost of situations where professional care is received at home

52%
of caregivers did not feel qualified to provide physical care

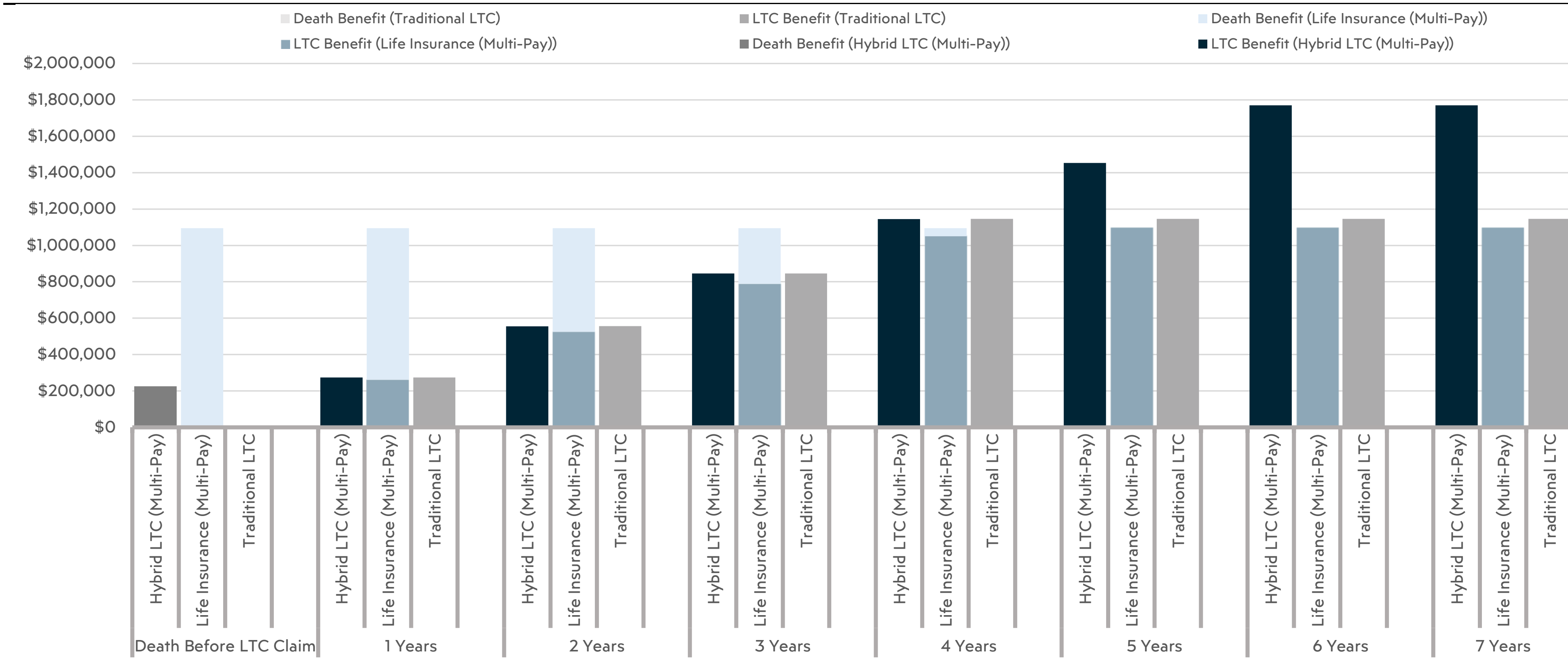
50%
of caregivers report having less time for their spouse/partner, their children, and themselves

LONG TERM CARE SUMMARY
IMPACT OF THE DURATION OF CLAIM

Prepared For: Valued Client
Age: 53
Prepared On: 2/8/2024

The chart below illustrates the benefits received from both living benefits and death benefits from each product type, based on the duration of the long term care claim, beginning at age 83.

IMPACT OF THE DURATION OF CLAIM



92% of all Long Term Care Insurance claims are for **3 years or less.**[3]

4.5% of claimants will need Long Term Care for **more than 6 years.**[3]

Example of a 3-Year Claim
(Living Benefit + Death Benefit = Total Benefit)

Hybrid LTC	**$846,004**	**+**	**$0**	**=**	**$846,004**
Life Insurance	**$788,278**	**+**	**$306,553**	**=**	**$1,094,831**
Traditional LTC	**$846,274**	**+**	**$0**	**=**	**$846,274**