

GUIDE TO ASSET-BASED LONG-TERM CARE PRODUCTS

PRODUCT TYPE	DEFINITION
Life Insurance Chassis	Asset-Based Long-Term Care products built on a Universal Life or Whole Life product base, with an extension/continuation of benefits rider providing benefits once the initial death benefit is exhausted. Please see the Asset-Based Long-Term Care Product Details - Life Chassis Resource for additional details
Annuity Chassis	Asset-Based Long-Term Care products built on an annuity chassis. Generally, these offer more accommodating underwriting, but may provide less robust benefits per dollar of premium. Please see the Asset-Based Long-Term Care Product Details - Annuity Chassis Resource for additional details

AVAILABLE PRODUCT FEATURES BY CARRIER

Carrier	Global Atlantic	John Hancock	Lincoln Financial	Lincoln Financial	Lincoln Financial	MassMutual	MassMutual	Nationwide	Nationwide	Nationwide	New York Life
Product	Forecare	LifeCare	MoneyGuard II 2020	MoneyGuard Fixed Advantage	MoneyGuard Market Advantage	CareChoice One	CareChoice Select	CareMatters II	CareMatters Together	YourLife CareMatters	Asset Flex (Not available in NY)
Annuity Chassis	✓										
Life Chassis		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Accepts Annuity Funds	✓										
Accepts Qualified Funds ¹											
Benefits: Indemnity		✓		✓	✓			✓	✓	✓	
Benefits: Reimbursement	✓	✓	✓	✓	✓	✓	✓				✓
Couples Discount	✓	✓	✓	✓	✓			✓	✓	✓	✓
Critical Illness Rider		✓						✓		✓	
Flexible Premiums		✓	✓	✓	✓				✓		
International Benefits		✓	✓	✓	✓			✓	✓	✓	✓
Lifetime Benefits											
Phone Interview Required		✓	✓	✓ ³	✓ ³	✓	✓	✓	✓	✓	✓
Reduced Paid Up							✓	✓	✓	✓	✓
Trust Ownership Allowed	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Waiver of Premium							✓ ⁴	✓	✓		

Carrier	OneAmerica	OneAmerica	OneAmerica	OneAmerica	OneAmerica	OneAmerica	OneAmerica	OneAmerica	Securian Financial	Securian Financial
Product	Annuity Care	Annuity Care II	Asset Care 2019 and 2024	Asset Care 1 (CA Only)	Asset Care 2 (CA Only)	Asset Care 3 (CA Only)	Asset Care 4 (CA Only)	Indexed Annuity Care	SecureCare	SecureCare III
Annuity Chassis	✓	✓						✓		
Life Chassis			✓	✓	✓	✓	✓		✓	✓
Accepts Annuity Funds	✓	✓			✓			✓		
Accepts Qualified Funds ¹			✓			✓				
Benefits: Indemnity			✓ ⁵						✓	✓
Benefits: Reimbursement	✓	✓	✓	✓	✓	✓	✓	✓		
Couples Discount									✓	✓
Critical Illness Rider										
Flexible Premiums	✓ ²							✓ ²		
International Benefits	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Lifetime Benefits	✓		✓	✓	✓	✓	✓	✓		
Phone Interview Required	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Reduced Paid Up									✓	✓
Trust Ownership Allowed	✓	✓	✓ ⁶	✓	✓		✓	✓	✓	✓
Waiver of Premium			✓	✓ ⁷	✓ ⁷	✓ ⁷	✓ ⁸			✓

✓ Indicates the Core Carrier offers this capability/service

¹ Refers to direct acceptance of qualified funds as premium payments. Many of these products can be funded with qualified assets through the use of a SPIA. Please contact AIN Member Services for additional details.

² Base Policy is single premium only. Continuation of benefits offers multiple premium durations from single pay to pay to age 100

³ Interview also available, cognitive only for those over age 60

⁴ Up to age 59 but triggered based on Disability

⁵ Asset Care 2024 only

⁶ Except with qualified funding

⁷ Waiver of premium applies to COB only, not Base Policy

⁸ With optional Rider

ASSET-BASED LONG-TERM CARE - LIFE CHASSIS PRODUCT DETAILS

Carrier Name					
John Hancock		Lincoln Financial		Lincoln Financial	
LifeCare		MoneyGuard Market Advantage		MoneyGuard II 2020	
Lincoln Financial		MoneyGuard Fixed Advantage		Mass Mutual	
CoreChoice One					
Product Fundamentals	Product Name	Indexed Universal Life	Variable Universal Life	Universal Life	Whole Life
	Type of Coverage	LTC	LTC	LTC	LTC
	LTC License Required?	Yes	Yes	Yes	Yes
	Issue Ages	30-75	30-70	40 - 79	35-69
	Couple's Discount	Yes. Both partners need not apply	Yes. Both partners need not apply	Yes. Both partners need not apply	No
	Minimum Death Benefit	\$50,000	\$50,000	\$50,000	Face amount purchased by \$25,000 Minimum Premium
Underwriting Details	Maximum Death Benefit	Maximum initial death benefit amount: \$500,000	\$500,000	2-year Initial LTC Benefit Period: \$500,000 3-year Initial LTC Benefit Period: \$750,000	\$720,000
	Underwriting Type	Simplified	Simplified	Simplified	Streamlined
	Phone Interview Required	Yes, for cognitive screen only ages 60 & older. Possible for clients under 60 based on medical history	Yes, for cognitive screen only over age 60. Client can complete interview or Phone interview at their discretion if under age 60.	Yes	Yes
	Medical Records	No	No	No	No
	Paramed	No	No	No	No
	Underwriting Classes	Preferred Non-Smoker, Standard Non-Smoker, Select Non-Smoker, Standard Smoker (Each risk class is eligible for a couples discount on the long-term care rider premium)	Couple Standard	Couple Standard	Standard Non-Tobacco and Tobacco
Benefit Details	Benefit Type	<ul style="list-style-type: none"> Cash Indemnity: Pays 100% of maximum monthly benefit amount (MMBA) up to the IRS per diem limit in a given month, with no receipts required Reimbursement: Pays up to the maximum monthly benefit amount (MMBA) for Qualified LTC expenses incurred, and may be paid in excess of the IRS per diem limit 	Reimbursement or Indemnity: Has to be chosen at 1st claim (choice is irrevocable) If electing the indemnity option, the benefit amount is limited to 80% of the LTC Maximum Monthly amount, but the Total LTC Benefit Limit (Pool) is not reduced regardless of choice between Indemnity or Reimbursement.	Reimbursement	Reimbursement or Indemnity: Has to be chosen at 1st claim (choice is irrevocable) If electing the indemnity option, the benefit amount is limited to 80% of the LTC Maximum Monthly amount, but the Total LTC Benefit Limit (Pool) is not reduced regardless of choice between Indemnity or Reimbursement.
	Lifetime Benefits	No	No	No	No
	Benefit Duration	<ul style="list-style-type: none"> • 2-year = 24 months acceleration of death benefit for LTC (no additional LTC benefits) • 4-year = 24 months acceleration of death benefit for LTC, plus 24 months additional LTC benefits • 6-year = 36 months acceleration of death benefit for LTC, plus 36 months additional LTC benefits if the LifeCare Long-Term Care Rider is elected 	Base (Guaranteed): 36 Months Extension of benefit duration is based on market performance.	24 Months 36 Months 48 Months 60 Months 72 Months	4 Year Benefit Period with Paid Up Additions that can add to the Benefit Period
	Qualifications	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to Perform 2 of 6 ADLs or Severe Cognitive Impairment
	Benefit Uses	Qualified, documentable long-term care expenses, except for indemnity which has no restrictions	Qualified, documentable long-term care expenses, except for indemnity which has no restrictions	Qualified, documentable long-term care expenses	Qualified, documentable long-term care expenses
	Elimination Period	90 Days	All Services: 0 Days	All Services: 0 Days	90 Days
	Inflation Options Available	Market Driven 5% Compound	Market Driven 5% Compound	3% Compound 5% Compound	5% Compound Inflation
	International Benefits	Indemnity payments only (100% of monthly max LTC benefit up to the IRS per diem limit) not restricted by geography following claim approval. No reimbursement of amounts in excess of the LTC per diem limit for QLTC services received outside the United States	100% up to 36 months Type of Care: Nursing Home or Assisted Living Facility only	Base Policy: 100% Extension: 0% Type of Care: Nursing Home or Assisted Living Facility only	N/A
	Please see the LTC and CI Foreign National & Foreign Travel Details Cheat Sheet for additional details				
Premium Details	Premium Duration	<ul style="list-style-type: none"> • Single-pay • 5-pay • 10-pay • 15-pay 	Single Premium Recurring Premium design allows for premiums to be paid at any time up to age 75 without underwriting. Any premium paid that increases the LTC Benefit will be subject to underwriting if the policy is past year 15, or the insured's age 75 (whichever is later)	Single Premium Recurring Premium up to 25 years; based on age at time of issue	Single Premium Recurring Premium up to 10 years; based on age at time of issue
	Source of Funds	Non-Qualified Funds: Yes Qualified Funds: Indirectly (via SPIA, etc.) Annuities: No	Non-Qualified Funds: Yes Qualified Funds: Indirectly (via SPIA, etc.) Annuities: No	Non-Qualified Funds: Yes Qualified Funds: Indirectly (via SPIA, etc.) Annuities: No	Non-Qualified Funds: Yes Qualified Funds: No Annuities: No
	Return of Premium	No; Based on underlying cash surrender value	No; Based on underlying cash surrender value	Basic: 70% all years after premium is paid Vested: 100% starting year 6	No
	LTC Premium Tax Deductibility	Yes	No	No	Yes
Additional Product Features	Critical Illness Rider Included	Terminal Available (If the client is certified to be terminally ill with a life expectancy of 1 year or less, this rider allows the policy owner to receive 50% of the eligible death benefit to a maximum of \$1M)	None	None	None
	Residual Death Benefit	Lesser of 5% of initial specified amount or \$10,000	Lesser of 5% of initial Specified Amount or \$10,000	Lesser of 5% of initial Specified Amount or \$10,000	N/A
	Reduced Paid Up Option	None	None	None	None
	Please see the AB/LTC Reduced Paid Up Options Cheat Sheet for additional details				
	Trust Ownership Allowed	Yes	Yes	Yes	Yes
	Waiver of Premium	No	No	No	N/A
	Waiver of Policy Charges	No	No	No	N/A
	States Not Available	CA, CT, DE, GU, IN, MT, NJ, NY, PR, SC.	GU, NY, VI	Only available in CA	CA, GU, NY
Additional Details					
	Additional Details	Annual Benefit Lock Guarantee - on each policy anniversary, positive account value growth offers potential to "lock in" a higher death benefit	Effective May 10, 2021, issue ages for MoneyGuard Market Advantage® in Washington are now 40-70.	Terminal Illness Rider: one-time payment for 25% to 75% of the current specified amount of death benefit, up to \$250K.	

ASSET-BASED LONG-TERM CARE - LIFE CHASSIS PRODUCT DETAILS

Carrier Name		Mass Mutual		Nationwide		Nationwide		Nationwide		New York Life		
Product Name		CareChoice Select		Nationwide CareMatters II		CareMatters Together		YourLife CareMatters		Asset Flex (Not available in NY)		
Product Fundamentals	Product Type	Whole Life		Universal Life		Universal Life		Universal Life		Universal Life		
	Type of Coverage	LTC		LTC		LTC		LTC		LTC		
	LTC License Required?	Yes		Yes		Yes		Yes		Yes		
	Issue Ages	35-69		30-75		30-70		40 - 75		Single Prem/SPay: 30 - 75; 10Pay: 30 - 70; 1SPay: 30 - 65		
	Couple's Discount	No		Yes. Both partners need not apply		Yes. Joint Policy, both partners must be approved.		Yes. Both partners need not apply		Yes		
	Minimum Death Benefit	\$40,000 Minimum DB for CareChoice Select		\$40,000		Both Preferred: \$54,000 Either Insured Standard: \$72,000		2-year Initial LTC Benefit Period: \$60,000 3-year Initial LTC Benefit Period: \$90,000		2 year Min Face Amt \$24,000; 3 year Min Face Amt \$36,000 -- For CA, 2 year Min Face Amt \$36,000; 3 year Min Face Amt \$54,000		
	Maximum Death Benefit	\$720,000		\$500,000		\$750,000 (\$1,000,000 if one insured is Standard rating)		2-year Initial LTC Benefit Period: \$500,000 3-year Initial LTC Benefit Period: \$750,000		2 year Max Face Amt \$500,000; 3 year Max Face Amt \$750,000		
Underwriting Details	Underwriting Type	Streamlined		Simplified		Simplified		Simplified		Full		
	Phone Interview Required	Yes		Yes		Yes		Yes		Yes		
	Medical Records	No		No		No		No		Varies (Contact NYL)		
	Paramed	No		No		No		No		Varies (Contact NYL)		
	Underwriting Classes	Standard Non-Tobacco and Tobacco		Non-Tobacco Couple Non-Tobacco Single Tobacco Couple Tobacco Single		Nontobacco Preferred Tobacco Preferred Nontobacco Standard Tobacco Standard		Preferred Nontobacco Preferred Tobacco		Preferred Non-tobacco, Std 1 Non-tobacco, Std 2 Non-tobacco --- Preferred tobacco, Std 1 Tobacco, Std 2 Tobacco		
Benefit Details	Benefit Type	Reimbursement		Cash Indemnity		Cash Indemnity		Cash Indemnity		Reimbursement		
	Lifetime Benefits	No		No		No		No		No		
	Benefit Duration	4 Year Benefit Period with Paid Up Additions that can add to the Benefit Period		24 Months 36 Months 48 Months 60 Months 72 Months 84 Months		Both Preferred: 48 Months 72 Months 96 Months Either Insured Standard: 48 Months 72 Months 96 Months		24 Months 36 Months 48 Months 60 Months 72 Months 84 Months		24 Months 36 Months		
	Qualifications	Unable to Perform 2 of 6 ADL's or Severe Cognitive Impairment		Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.		Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.		Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.		Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.		
	Benefit Uses	Qualified, documentable long-term care expenses		No restrictions		No restrictions		No restrictions		Qualified, documentable long-term care expenses		
	Elimination Period	90 Days		All Services: 90 Days. Once met, LTC benefits for first 90 days are paid retroactively.		All Services: 90 Days. Once met, LTC benefits for first 90 days are paid retroactively.		All Services: 90 Days		90 Days for Facility (Nursing and Assisted Living) 0 Days for Home and Community-Based Care if Care Plan Benefit is used; otherwise, 90 Days. Waiting period does not apply for Hospice Care, Informal Care, In-Home Support Equipment, Caregiving Relief Benefit and Caregiver training.		
	Inflation Options Available	5% Compound Inflation		3% Simple 3% Compound 5% Compound		3% Compound for life 3% Compound for 20 years 5% Compound		3% Simple 5% Compound		3% or 5% compound (Paid on extension of benefits only)		
	International Benefits	N/A		Base Policy: 100% Extension: None Type of Care: No restrictions		Base Policy: 100% Extension: None Type of Care: No restrictions		Base Policy: 50% Extension: None Type of Care: No restrictions		N/A		
		Please see the LTC and CL Foreign National & Foreign Travel Details Cheat Sheet for additional details.										
Premium Details	Premium Duration	10-Pay		Single Premium 5-Pay 10-Pay Pay to 65 (ages 30 - 54) Pay to 100 (ages 30 - 65)		Single Premium 5-Pay 10-Pay 20-Pay (Max issue age of 65) Pay to 100 (Max issue age of 65)		Single Premium 5-pay 10-pay		Single Premium 5-Pay 10-Pay 15-Pay		
	Source of Funds	Non-Qualified Funds: Yes Qualified Funds: No Annuities: No		Non-Qualified Funds: Yes Qualified Funds: Indirectly (via SPIA) Annuities: No		Non-Qualified Funds: Yes Qualified Funds: Indirectly (via SPIA) Annuities: No		Non-Qualified Funds: Yes Qualified Funds: Indirectly (via SPIA, etc.) Annuities: No		Non-Qualified Funds: Yes Qualified Funds: No Annuities: No		
	Return of Premium	No		Vested: - Single Premium & 5-Pay: 100% starting year 6 - 10-pay & Pay to 65: 100% starting year 11 - Pay to 100: Not available One-Time Step Up: 80% year 1; 100% starting year 11 - Pay to 100: Not available Minimum ROP/Max LTC: Cash Surrender Value only		No. Based on cash surrender value		Single Premium: Vested: 100% starting year 6 Recurring Premium: 100% after all premiums are paid		Partial ROP: Refunds 80% of premium in all years after all planned premiums paid. (Max LTC & Life insurance benefits)		
	LTC Premium Tax Deductibility	Yes		Yes		Yes		No		Yes		
Additional Product Features	Critical Illness Rider Included	None		Yes		No		Yes		No		
	Residual Death Benefit	N/A		20% of initial Specified Amount		10% of the base specified amount will be paid upon the death of the second insured.		20% of initial Specified Amount		Lesser of 10% of initial specified face amount or \$25,000		
	Reduced Paid Up Option	Yes		Yes		Yes		Yes		No		
		Please see the AB/LTC Reduced Paid Up Options Cheat Sheet for additional details.										
	Trust Ownership Allowed	Yes		Yes		Yes		Yes		Yes		
	Waiver of Premium	Available as an option on CareChoice Select up to age 59 but triggered based on Disability		Pay to 100; LTC premiums are waived; life insurance premium is due. All other premium schedules: All premiums due, or insured may elect a reduced paid-up policy		For all payment options, life and LTC premiums will be waived while the benefits are being paid.		No		No		
	Waiver of Policy Charges	N/A		No		No		No		No		
	States Not Available	NY, CA		NY, MT		MT, NY		Only available for sale in NY		Not available in NY		
Additional Details			1. All benefit periods are build on a 2 year SAP (Specified Acceleration Period) 2. Terminal Illness Rider: one-time payment no less than \$10K or more than \$250K, less any outstanding indebtedness.		Maximum age difference • Preferred: 25 years • Standard: 10 years Only one insured may be in the Standard rate class. A policy will not be issued where both insureds are Standard.		Terminal Illness Rider: one-time payment no less than \$10K or more than \$250K, less any outstanding indebtedness.					

ASSET-BASED LONG-TERM CARE - LIFE CHASSIS PRODUCT DETAILS

Carrier Name		OneAmerica		OneAmerica		OneAmerica		OneAmerica		
Product Name		Asset Care 2024		Asset Care 2019		Asset Care 1 (CA Only)		Asset Care 2 (CA Only)		
Product Fundamentals	Product Type	Participating Whole Life (no assumed dividends)		Participating Whole Life (no assumed dividends)		Interest Sensitive Whole Life		Interest Sensitive Whole Life		
	Type of Coverage	LTC		LTC		LTC		LTC		
	LTC License Required?	Yes		Yes		Yes		Yes		
	Issue Ages	35-80		35 - 80		Single: 35 - 80		59½ - 80		
	Couple's Discount	No		No		No		No		
	Minimum Death Benefit	\$50,000		\$50,000		Face amount purchased by minimum premium of \$10,000		Face amount purchased by minimum premium of \$20,000		
	Maximum Death Benefit	\$1,500,000		\$1,500,000		\$1,500,000		\$1,500,000		
Underwriting Details	Underwriting Type	Simplified, full for cause		Simplified, full for cause		Simplified, full for cause		Simplified, full for cause		
	Phone Interview Required	Yes		Yes		Yes		Yes		
	Medical Records	Only for cause		Only for cause		Only for cause		Only for cause		
	Paramed	Full Underwriting only		Full Underwriting only		Full Underwriting only		Full Underwriting only		
	Underwriting Classes	Preferred Non-Tobacco Preferred Tobacco Standard Non-Tobacco Standard Tobacco		Preferred (Non-Smoker) Preferred Tobacco Standard Non-Tobacco Standard Tobacco		Preferred (Non-Smoker) Standard (Smoker) Preferred (Non-Smoker) Table 5 - 8 Standard (Smoker) Table 5 - 8		Preferred (Non-Smoker) Standard (Smoker) Preferred (Non-Smoker) Table 5 - 8 Standard (Smoker) Table 5 - 8		
Benefit Details	Benefit Type	Reimbursement and/or Indemnity		Reimbursement		Reimbursement		Reimbursement		
	Lifetime Benefits	Yes		Yes		Yes		Yes		
	Benefit Duration	Single or Joint Life: 2 years, 4 years, 6 years, 8 years, Lifetime		Single Life: 25 months 33 months 50 months 66 months 75 months 100 months Lifetime Joint Life: 25 months 33 months 50 months 66 months 100 months Lifetime		Single Life: 25 months 33 months 50 months 66 months 100 months Lifetime Joint Life: 25 months 33 months 50 months 66 months 100 months Lifetime		Single Life: 25 months 33 months 50 months 66 months 100 months Lifetime Joint Life: 25 months 33 months 50 months 66 months 100 months Lifetime		
	Qualifications	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.		Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.		Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.		Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.		
	Benefit Uses	Qualified, documentable long-term care expenses and/or cash benefit		Qualified, documentable long-term care expenses		Qualified, documentable long-term care expenses		Qualified, documentable long-term care expenses		
	Elimination Period	Home Health: 0 Days, All Other Services/Facility: 90 Calendar Days		Home Health: 0 Days All Other Services: 90 Days		Home Health: 30 Days All Other Services: 60 Days		Home Health: 30 Days All Other Services: 60 Days		
	Inflation Options Available	2% compound, 3% compound, 5% compound		3% Compound 5% Compound		Base Policy (state variations, this product only available in CA -- no inflation option on base): 5% Simple 5% Compound COB Rider: 2% Compound 3% Compound 4% Compound 5% Compound		Base Policy (state variations, this product only available in CA -- no inflation option on base): 5% Simple 5% Compound COB Rider: 2% Compound 3% Compound 4% Compound 5% Compound		
	International Benefits	Base: 50%. Extension: None, Type of Care: Facility Only		CA (this product not available in CA): Base: 100% for 12 months per insured Extension: None Type of Care: Facility only All other states: Base: 50% Extension: None Type of Care: Facility only		CA: Base: 100% for 12 months per insured Extension: None Type of Care: Facility only All other states (this product not available outside CA): Base: 50% Extension: None Type of Care: Facility only		CA: Base: 100% for 12 months per insured Extension: None Type of Care: Facility only All other states (this product not available outside CA): Base: 50% Extension: None Type of Care: Facility only		
		Please see the LTC and CI Foreign National & Foreign Travel Details Cheat Sheet for additional details.								
Premium Details	Premium Duration	Single Premium 5-Pay 10-Pay 20-Pay Pay to 95		Single Premium 5-Pay 10-Pay 20-Pay Pay to 95		Base Policy: Single Premium		COB Rider: Single Premium 10-Pay 20-Pay Pay to 100		
	Source of Funds	Non-Qualified Funds: Yes, Qualified Funds: Yes, Annuities: No		Non-Qualified Funds: Yes Qualified Funds: Yes Annuities: No		Non-Qualified Funds: Yes Qualified Funds: No Annuities: No		Non-qualified Annuity only		
	Return of Premium	Available via rider		Distinct product with full ROP on life, Acceleration of Benefit (AOB), and Continuation of Benefit (COB) premium. Must use 50 month AOB + 50 month COB. Does not apply to Inflation Protection premium.		Base Policy: Yes		COB: No		
	LTC Premium Tax Deductibility	Yes		Yes		Yes		Yes		
Additional Product Features	Critical Illness Rider Included	None		None		None		None		
	Residual Death Benefit	None		None		None		None		
	Reduced Paid Up Option	No		No		No		No		
		Please see the ABLTC Reduced Paid Up Options Cheat Sheet for additional details.								
	Trust Ownership Allowed	Yes - except on qualified funding		Yes - except on qualified funding		Yes		No		
	Waiver of Premium	Yes		Yes		Base Policy: No		COB: Yes		
	Waiver of Policy Charges	Yes		Yes		No		No		
States Not Available	AZ, CA, CT, DC, DE, FL, IN, MT, ND, NJ, NY, SC, SD.		CA, NY		Only available in CA		Only available in CA			
Additional Details	25 year maximum age difference for joint insureds.		25 year maximum age difference for joint insureds.		25 year maximum age difference for joint insureds.		25 year maximum age difference for joint insureds.			
							25 year maximum age difference for joint insureds; Both insured must be Table 4 or better.			

ASSET-BASED LONG-TERM CARE - LIFE CHASSIS PRODUCT DETAILS

Carrier Name		OneAmerica		OneAmerica		OneAmerica		Securian Financial		Securian Financial	
Product Name		Asset Care 2 (CA Only)		Asset Care 3 (CA Only)		Asset Care 4 (CA Only)		SecureCare (CA Only)		SecureCare III	
Product Fundamentals	Product Type	Interest Sensitive Whole Life		Interest Sensitive Whole Life		Interest Sensitive Whole Life		Universal Life		Whole Life	
	Type of Coverage	LTC		LTC		LTC		LTC		LTC	
	LTC License Required?	Yes		Yes		Yes		Yes		Yes	
	Issue Ages	59½ - 80		59½ - 80		20 - 80		40 - 75		40 - 75	
	Couple's Discount	No		No		No		Yes. Both partners need not apply		Yes. Both partners need not apply	
	Minimum Death Benefit	Face amount purchased by minimum premium of \$20,000		Face amount purchased by minimum premium of \$20,000		Ages 20-50: \$100,000 Ages 50+: \$50,000		\$54,000		\$50,000	
	Maximum Death Benefit	\$1,500,000		\$1,500,000		\$1,500,000		2-year Initial LTC Benefit Period: \$500,000 3-year Initial LTC Benefit Period: \$750,000		\$500,000	
Underwriting Details	Underwriting Type	Simplified, full for cause		Simplified, full for cause		Simplified, full for cause		Simplified		Simplified	
	Phone Interview Required	Yes		Yes		Yes		Yes		Yes	
	Medical Records	Only for cause		Only for cause		Only for cause		Only for Cause		Only for Cause	
	Paramed	Full Underwriting only		Full Underwriting only		Full Underwriting only		No		No	
	Underwriting Classes	Preferred (Non-Smoker) Standard (Smoker) Preferred (Non-Smoker) Table 5 - 8 Standard (Smoker) Table 5 - 8		Preferred (Non-Smoker) Standard (Smoker) Preferred (Non-Smoker) Table 5 - 8 Standard (Smoker) Table 5 - 8		Preferred (Non-Smoker) Standard (Smoker) Preferred (Non-Smoker) Table 5 - 8 Standard (Smoker) Table 5 - 8		Non-Tobacco Couple Non-Tobacco Single Tobacco Couple Tobacco Single		Non-Tobacco Couple Non-Tobacco Single Tobacco Couple Tobacco Single	
Benefit Details	Benefit Type	Reimbursement		Reimbursement		Reimbursement		Cash Indemnity		Cash Indemnity	
	Lifetime Benefits	Yes		Yes		Yes		No		No	
	Benefit Duration	Single Life: 25 months 33 months 50 months 66 months 100 months Lifetime	Joint Life: 25 months 33 months 50 months 66 months 100 months Lifetime	Single Life: 25 months 33 months 50 months 66 months 100 months Lifetime	Joint Life: 25 months 33 months 50 months 66 months 100 months Lifetime	Single Life: 25 months 33 months 50 months 66 months 100 months Lifetime	Joint Life: 25 months 33 months 50 months 66 months 100 months Lifetime	24 Months 36 Months 48 Months 60 Months 72 Months 84 Months	48 Months 60 Months 72 Months 84 Months 96 Months		
	Qualifications	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.		Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.		Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.		Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.		Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	
	Benefit Uses	Qualified, documentable long-term care expenses		Qualified, documentable long-term care expenses		Qualified, documentable long-term care expenses		No restrictions		No restrictions	
	Elimination Period	Home Health: 30 Days All Other Services: 60 Days		Home Health: 30 Days All Other Services: 60 Days		Home Health: 30 Days All Other Services: 60 Days		All Services: 90 Calendar Days		All Services: 90 Calendar Days	
	Initiation Options Available	Base Policy (state variations, this product only available in CA — no initiation option on base): 5% Simple 5% Compound	COB Rider: 2% Compound 3% Compound 4% Compound 5% Compound	Base Policy (state variations, this product only available in CA — no initiation option on base): 5% Simple 5% Compound	COB Rider: 2% Compound 3% Compound 4% Compound 5% Compound	Base Policy (state variations, this product only available in CA — no initiation option on base): 5% Simple 5% Compound	COB Rider: 2% Compound 3% Compound 4% Compound 5% Compound	3% Simple 3% Compound 5% Simple 5% Compound	3% Simple 3% Compound 5% Simple 5% Compound		
	International Benefits	CA: Base: 100% for 12 months per insured Extension: None Type of Care: Facility only	All other states (this product not available outside CA): Base: 50% Extension: None Type of Care: Facility only	CA: Base: 100% for 12 months per insured Extension: None Type of Care: Facility only	All other states (this project not available outside CA): Base: 50% Extension: None Type of Care: Facility only	CA: Base: 100% for 12 months per insured Extension: None Type of Care: Facility only	All other states (this product not available outside CA): Base: 50% Extension: None Type of Care: Facility only	Base: 50% COB: 50% Type of Care: No restrictions	Base: 50% COB: 50% Type of Care: No restrictions		
		Please see the LTC and CI Foreign National & Foreign Travel Details Cheat Sheet for additional details									
	Premium Details	Premium Duration	Base Policy: NQ Annuity 1035 Life Insurance Cash Value 1035	COB Rider: Single Premium 10-Pay 20-Pay Pay to 100	Base Policy: Qualified Rollover	COB Rider: Single Premium 10-Pay 20-Pay Pay to 100	Base Policy: 10 - 20-Pay Pay to 100	COB Rider: Single Premium 10-Pay 20-Pay Pay to 100	Single Premium 5-Pay 7-Pay 10-Pay 15-Pay	Single Premium 5-Pay 7-Pay 10-Pay 15-Pay	
Source of Funds		Non-qualified Annuity only		Qualified Assets only Annuities: No		Non-Qualified Funds: Yes Qualified Funds: No Annuities: No		Non-Qualified Funds: Yes Qualified Funds: Indirectly (via SPIA, etc.) Annuities: No		Non-Qualified Funds: Yes Qualified Funds: Indirectly (via SPIA, etc.) Annuities: No	
Return of Premium		Base Policy: Yes	COB: No	Base Policy: Yes	COB: No	Base Policy: Yes	COB: No	Vested: 100% starting year 6.		100% ROP - subject to vesting schedule 100% vesting in year 6 75% ROP LTC Boost	
LTC Premium Tax Deductibility		Yes		Yes		Yes		Yes		Yes	
Additional Product Features	Critical Illness Rider Included	None		None		None		None		None	
	Residual Death Benefit	None		None		None		Lesser of 10% of initial Specified Amount or \$10,000		Lesser of 10% of initial Specified Amount or \$10,000	
	Reduced Paid Up Option	No		No		No		Yes		Yes	
		Please see the ABLTC Reduced Paid Up Options Cheat Sheet for additional details									
	Trust Ownership Allowed	Yes		No		Yes		Yes		Yes	
	Waiver of Premium	Base Policy: No	COB: Yes	Base Policy: No	COB: Yes	Base Policy: Optional WOP Rider	COB: Yes	No		Yes	
	Waiver of Policy Charges	No		No		No		No		No	
States Not Available	Only available in CA		Only available in CA		Only available in CA		Only available in CA		CA, NY		
Additional Details	25 year maximum age difference for joint insureds.		25 year maximum age difference for joint insureds; Both insured must be Table 4 or better.		25 year maximum age difference for joint insureds; Both insured must be Table 4 or better.				Online Part 2 Available on eApp (Client Collaboration) Cognitive Assessment will be a phone call for clients 56 and above separate from the online Part 2		

ASSET-BASED LONG-TERM CARE - ANNUITY CHASSIS PRODUCT DETAILS

Carrier Name		Global Atlantic		OneAmerica		OneAmerica		OneAmerica	
Product Name		Forecare		Annuity Care		Annuity Care II		Indexed Annuity Care	
Product Fundamentals	Product Type	Fixed Annuity	Fixed Annuity	Fixed Annuity	Fixed Annuity	Fixed Annuity	Fixed Annuity	Indexed Annuity	Indexed Annuity
	Type of Coverage	LTC	LTC	LTC	LTC	LTC	LTC	LTC	LTC
	LTC License Required?	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
	Issue Ages	50 - 80	50 - 87	50 - 87	40 - 80	40 - 80	40 - 85	40 - 85	40 - 85
	Couple's Discount	Yes. Both partners must apply	No	No	No	No	No	No	No
	Minimum Death Benefit	\$35,000	No Minimum Death Benefit Minimum Premium \$10,000	No Minimum Death Benefit Minimum Premium \$10,000	No Minimum Death Benefit Minimum Premium \$10,000	No Minimum Death Benefit Minimum Premium \$10,000	No Minimum Death Benefit Minimum Premium \$50,000	No Minimum Death Benefit Minimum Premium \$50,000	No Minimum Death Benefit Minimum Premium \$50,000
	Maximum Death Benefit	Single Insured: \$400,000 Joint Insured: \$600,000	No Maximum Death Benefit Maximum Premium \$500,000	No Maximum Death Benefit Maximum Premium \$500,000	No Maximum Death Benefit Maximum Premium \$500,000	No Maximum Death Benefit Maximum Premium \$500,000	No Maximum Death Benefit Maximum Premium \$500,000	No Maximum Death Benefit Maximum Premium \$500,000	No Maximum Death Benefit Maximum Premium \$500,000
Underwriting Details	Underwriting Type	Simplified	Simplified	Simplified	Simplified	Simplified	Simplified	Simplified	Simplified
	Phone Interview	Cognitive interview only for applicants over 70	Base: No COB Rider: Yes	Base: No COB Rider: Yes	Base: No COB Rider: Yes	Base: No COB Rider: Yes	Base: No COB Rider: Yes	Base: No COB Rider: Yes	Base: No COB Rider: Yes
	Medical Records	No	No	No	No	No	No	No	No
	Paramed	No	No	No	No	No	No	No	No
	Underwriting Classes	Standard (x2 leverage) Premier (x3 leverage)	None	None	None	None	None	None	None
Benefit Details	Benefit Type	Reimbursement	Reimbursement	Reimbursement	Reimbursement	Reimbursement	Reimbursement	Reimbursement	Reimbursement
	Lifetime Benefits	No	Available with Continuation of Benefits rider	Available with Continuation of Benefits rider	No	No	Available with Continuation of Benefits rider	Available with Continuation of Benefits rider	Available with Continuation of Benefits rider
	Benefit Durations	Single Standard: 72 Months Single Premier: 72 Months Joint Standard: 84 Months Joint Premier: 90 Months	Single Annuitant: 36 months Lifetime	Joint Annuitants: 36 months Lifetime	Single Life: 24 months base policy with 72 months COB (36 Month COB for age 70 and above)	Joint Life: 30 months base policy with 72 months COB (36 Month COB for age 70 and above)	Single Life: 24 months 48 months Lifetime	Joint Life: 30 months 60 months Lifetime	Joint Life: 30 months 60 months Lifetime
	Benefit Qualification	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.
	Benefit Uses	Qualified, documentable long-term care expenses	Qualified, documentable long-term care expenses	Qualified, documentable long-term care expenses	Qualified, documentable long-term care expenses	Qualified, documentable long-term care expenses	Qualified, documentable long-term care expenses	Qualified, documentable long-term care expenses	Qualified, documentable long-term care expenses
	Elimination Period	Home Health: 0 Days All Other Services: 90 Days	All Services: 7 Days	All Services: 7 Days	All Services: 90 Days	All Services: 90 Days	All Services: 60 Days	All Services: 60 Days	All Services: 60 Days
	Inflation Options Available	5% Compound	Base Policy: None COB Rider: 2% Compound 3% Compound 4% Compound 5% Compound	Base Policy: None COB Rider: 2% Compound 3% Compound 4% Compound 5% Compound	Base Policy: None COB Rider: 5% Compound	Base Policy: None COB Rider: 5% Compound	None COB Rider: 2% Compound 3% Compound 4% Compound 5% Compound	None COB Rider: 2% Compound 3% Compound 4% Compound 5% Compound	None COB Rider: 2% Compound 3% Compound 4% Compound 5% Compound
	International Benefits	None	CA: Base: 100% for 12 months per insured Extension: None Type of Care: Facility only	All other states: Base: 50% Extension: None Type of Care: Facility only	CA: Base: 100% for 12 months per insured Extension: None Type of Care: Facility only	All other states: Base: 50% Extension: None Type of Care: Facility only	CA: Base: 100% for 12 months per insured Extension: None Type of Care: Facility only	All other states: Base: 50% Extension: None Type of Care: Facility only	All other states: Base: 50% Extension: None Type of Care: Facility only
		Please see the LTC and CI Foreign Travel Details Cheat Sheet for additional details.							
Premium Details	Premium Duration	Single Premium	Base Policy: Single Premium	COB Rider: Single Premium 10-Pay Pay to 100	Single Premium	Single Premium	Base Policy: Single Premium	COB Rider: Single Premium Lifetime	COB Rider: Single Premium Lifetime
	Source of Funds	Non-Qualified Funds: Yes Qualified Funds: No Annuities: Yes	Non-Qualified Funds: Yes Qualified Funds: No Annuities: Yes	Non-Qualified Funds: Yes Qualified Funds: No Annuities: Yes	Non-Qualified Funds: Yes Qualified Funds: No Annuities: Yes	Non-Qualified Funds: Yes Qualified Funds: No Annuities: Yes	Non-Qualified Funds: Yes Qualified Funds: No Annuities: Yes	Non-Qualified Funds: Yes Qualified Funds: No Annuities: Yes	Non-Qualified Funds: Yes Qualified Funds: No Annuities: Yes
	Return of Premium	No	No	No	No	No	No	No	No
	LTC Premium Tax Deductibility	No	Yes	Yes	No	No	Yes	Yes	Yes
Additional Product Features	Critical Illness Rider Included	None	None	None	None	None	None	None	None
	Residual Death Benefit	None	None	None	None	None	None	None	None
	Reduced Paid Up Option	NA - Single pay only	No	No	No	No	No	No	No
		Please see the ABLTC Reduced Paid Up Options Cheat Sheet for additional details.							
	Trust Ownership Allowed	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
	Waiver of Premium	No	No	No	No	No	No	No	No
	Waiver of Policy Charges	Yes	No	No	No	No	No	No	No
	States Not Available	NY, CT	CT, NH, NM, VT, NY	CT, NH, NM, VT, NY	CT, NJ, NY	CT, NJ, NY	NY	NY	NY
	Additional Details	No Return of Premium: Cash Surrender Value only. In most cases, the Cash Surrender Value is no less than the initial premium, less costs incurred for optional Inflation Protection. The Cash Surrender Value is subject to Market Value Adjustment. Optional Nonforfeiture Benefit – once the contract has been in force for three years, if the LTC rider is terminated, except for reason of Maturity, death of the last surviving Insured, or maximum benefits have been paid, provides for paid-up LTC coverage equal to sum of all rider charges for the LTC coverage and any optional benefits."	Pension Protection Act (PPA) compliant	Pension Protection Act (PPA) compliant	Pension Protection Act (PPA) compliant	Pension Protection Act (PPA) compliant	Pension Protection Act (PPA) compliant	Pension Protection Act (PPA) compliant	Pension Protection Act (PPA) compliant

ASSET BASED LONG-TERM CARE GLOSSARY

Term	Definition
Asset Based Long-Term Care	A long-term care policy built on an asset, generally a life insurance policy or annuity. These policies provide a guaranteed death benefit if long-term care is not needed, guaranteed Return of Premium or Cash Surrender Value, tax-free long-term care benefits, and guaranteed premiums. Also referred to as hybrid, combination or linked benefit products.
Activities of Daily Living (ADL's)	Basic actions that independently functioning individuals perform on a daily basis: bathing, dressing, transferring, eating, continence, and toileting.
Benefit Duration	Represents a combination of a "base policy" (may be referred to as Acceleration for LTC or LTC Acceleration of Benefits, AOB) and an optional Extension of Benefits Rider (may be referred to as Continuation of Benefits, COB). The total benefit duration can range from 24 months up to an entire lifetime.
Cash Indemnity	Once a claim is approved by the Carrier, no monthly bills or receipts will need to be submitted, and up to the full monthly LTC benefit will be paid directly to the policy owner.
Traditional Indemnity	Once a claim is approved by the Carrier, no monthly bills or receipts will need to be submitted, and up to the full monthly LTC benefit will be paid directly to the policy owner. However, documentation of \$1 worth of qualified long-term care expenses may be required.
Reimbursement	Once a claim is approved by the carrier, only documented, qualified incurred expenses are paid, up to the stated monthly maximum policy benefit.
Couple's Discount	A discounted premium available to married couples or domestic partners as recognized in the state of policy issue at the time of application.
Elimination Period	Specified amount of time at the beginning of a chronic illness during which you receive covered services, but the policy does not pay benefits. Also known as a Deductible Period or Waiting Period.
International Benefits	Benefits available to an insured receiving qualified long-term care services outside of the United States, its territories or possessions.
LTC Premium Tax Deductibility	Premium (as opposed to a policy charge assessed against the cash value) specifically designated as long-term care premium (premium to accelerate the death benefit for care, premium to extend LTC benefits beyond death benefit depletion, and premium for inflation protection), is considered a health expense. Therefore, an individual or corporation may be able to deduct all or a portion of this premium. Please see carrier specific tax guides for further information.
Residual Death Benefit	The amount of guaranteed death benefit available to a beneficiary even after the death benefit has been fully accelerated for Long-Term Care expenses.
Return of Premium	The amount of premium returned to the policy owner upon surrender of the policy. The Return of Premium amount may be subject to a vesting schedule. Return of Premium options vary widely based on specific product selection and design.
Source of Funds	Refers to the tax-qualification of the asset being used for funding.
Waiver of Premium	Planned premiums are waived when an insured is on active claim.
Waiver of Policy Charges	Policy charges are waived when an insured is on active claim.
Simplified Underwriting	The majority of Asset Based LTC products undergo an Accelerated Underwriting/Simplified Issue process. Meaning, the potential insured is only subject to a Personal History Interview, MIB and prescription database check. Some Carriers may opt to obtain Attending Physicians Statements as well. All insureds deemed within a Table 4 risk are issued in the same rate class.
Full Underwriting	In lieu of Simplified Underwriting, some insureds may be subject to full/traditional underwriting to include a Paramed, blood/urine, EKG, etc. Carriers using a full underwriting platform will generally issue policies for risk class up through Table 8.