

# Total Living Coverage®

Leverage. Protection. Control.



## Maximize Your Premium

**6x**

Approximately 6 times  
your premium or more  
for long term care

**2x**

Approximately 2 times  
your premium or more  
for life insurance



Underwritten by  
Genworth Life Insurance Company, Richmond VA

ICC12 133842 07/17/12

# Is this you?

## Saver

You plan to use your savings to pay for a long term care event if needed.

## Supporter

You would love to leave a legacy to your beneficiaries.

## Investor

You want to make sure you are prepared for a long term care event and still have money available for growth opportunities or to spend however you want.

## Unsure

You understand the importance of long term care insurance but are hesitant to buy a product you may never need.

Total Living Coverage<sup>®</sup> (TLC) from Genworth Life Insurance Company can help you address these issues.  
It's a smarter way to prepare for the future.

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# 1 Smart Move, 3 Distinct Options

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1

## Your care is covered.

Approximately 6 times or more for your premium!

If you have a long term care (LTC) event, TLC leverages your initial premium up to six times or more, to pay for covered long term care expenses.

2

## Your life is covered.

Approximately 2 times or more for your premium!

If you don't need LTC benefits, because TLC is universal life insurance, it generally pays an income tax-free death benefit to your beneficiary, which is usually two times your initial premium.<sup>1</sup>

3

## Your decision is covered.

No-regrets!

If you have a change in plans and decide not to keep the TLC policy, you will get back at least your initial premium (less any benefits already received).<sup>2</sup>

<sup>1</sup> Initial death benefit can change, but will never fall below the guaranteed minimum values.

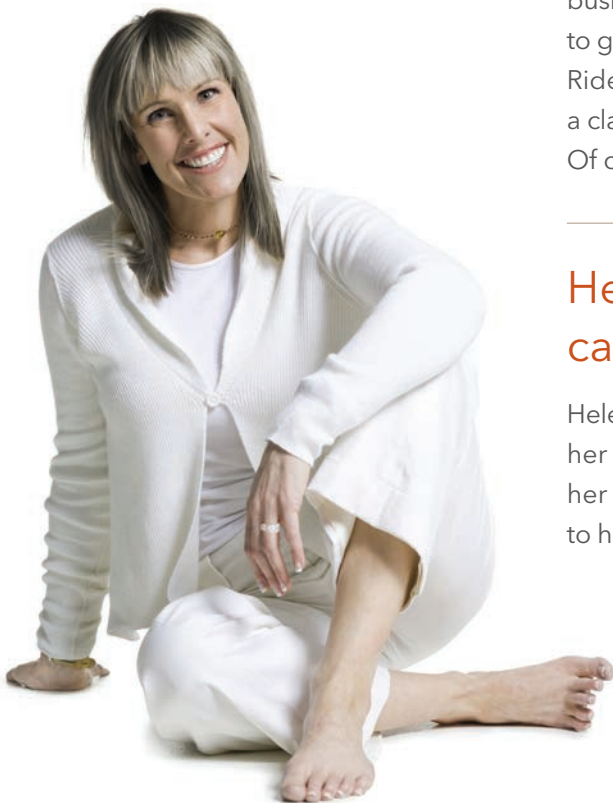
<sup>2</sup> To receive this benefit, you must select the optional Return of Premium Rider (ROP), which requires a higher initial premium and is available only when you are applying for TLC. Lifetime money back guarantee applies after policy year two. Because TLC rider charges reduce cost basis (not below zero), it is possible for a portion of your Return of Premium Rider benefits to be taxable.

# Case study: How TLC Works

## Meet Helen

Helen is in good health, has been married for 30 years and she and her husband have two children. After 25 years as a plastic surgeon, she retired last year. She has over \$300,000 of available assets.

Helen may face one of these four situations. With the coverage and protection of TLC, Helen was better prepared for all four scenarios.



## What if...

### Helen had a long term care (LTC) event.

Helen purchased a TLC policy at age 60 and was able to leverage her \$100,000 initial premium more than 6 times for a total of **\$630,000** in total long term care benefits. Helen has up to **\$8,750** each month to pay for covered LTC expenses for 6 years (longer if monthly maximum is not used up). Because Helen used all of her LTC benefits, her TLC policy paid a residual death benefit of **\$21,000** upon her death.

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### Helen never had a long term care event.

Because Helen did not need LTC benefits, she was able to leave a **\$210,000** death benefit to her husband as her beneficiary.

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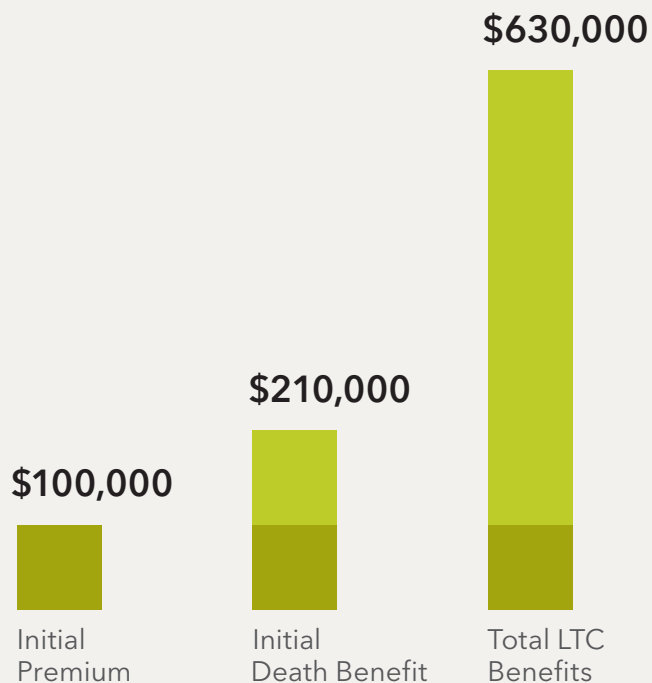
### Helen changed her mind.

Five years after purchasing TLC, Helen wanted to invest in a new business. She discontinued the TLC policy and used the **\$100,000** to get started. Because she selected the optional Return of Premium Rider at purchase and had not taken loans, withdrawals or filed a claim, she received her full initial premium back without penalty. Of course, Helen must pay any taxes that are due.

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### Helen used some of her long term care benefit.

Helen had an LTC event and used \$80,000 of her benefit reducing her specified amount to \$130,000. Since she had not exhausted her specified amount to pay for LTC expenses, **\$130,000** was left to her husband as her beneficiary.



## Maximizing Helen's Premium

Helen's initial premium is leveraged for greater value for long term care benefits if she needs them, or a tax-free death benefit for her beneficiaries if she never needs care.

This is how TLC looks for Helen, based on her individual factors: 60 year-old female in good health, with a couples discount on LTC charges. Her policy values have been calculated on a 3.25% interest crediting rate.

The LTC benefits are provided by riders that are guaranteed renewable. Once Helen is insured, as long as she does not exhaust her benefits, her coverage is guaranteed renewable and cannot be cancelled.

### TLC Leverage Table

	Age				
	50	55	60	65	70
	Leverage Factor				
Female	8x	7x	6x	5x	4x
Male	8x	7x	6x	5x	4x

This table illustrates the amount of leverage you would have for total long term care benefits based on your age when you purchase the policy. The leverage amount in the table above is calculated using a 3.25% interest crediting rate and includes a couples discount. These levels are based on clients with preferred health.

# What we want you to know

## Exceptions and Limitations

**Non-Duplication** TLC does not cover Medicare deductibles and coinsurance expenses. TLC reimburses only for covered expenses that exceed what Medicare or other government health care programs or laws (except Medicaid) pay. However, any days that help satisfy Medicare deductibles, coinsurance expenses or days Medicare pays for services will be used to satisfy TLC's 90-day facility elimination period.

**Exclusions** Benefits are not paid for any expenses incurred for any covered care:

- Provided by immediate family members.  
An exception is made if the family member is a regular employee of the organization providing the service, the organization received payment for the service and the immediate family member receives only compensation normally provided to employees in that job.
- Provided by or in a Veteran's Administration or federal government facility, unless a valid charge is made to you or your estate.
- Provided outside the United States, its territories and possessions unless specifically provided for by a benefit.
- Resulting from alcoholism or drug addiction, except for an addiction to a prescription medication when administered in accordance with the advice of a physician.
- Resulting from war or any act of war (declared or not), intentional self-inflicted injury or attempted suicide.

## When You Apply for Your Policy

When you complete the application, you'll be asked questions about your nicotine use and medical history and you may be asked to provide urine and blood sample. You may also be asked questions about your daily activities and may be given a brief cognitive (memory) exercise.

## Federal Tax Considerations

The LTC riders are intended to be federally tax-qualified. Benefits paid for qualified long term care services are received by you income tax free.

## Total Living Coverage

Total Living Coverage® is underwritten by Genworth Life Insurance Company, Richmond, VA. Total Living Coverage universal life insurance with long term care benefits is subject to issue limitations and Policy Form No. ICC12-GL5000 and Rider Form Nos. ICC12-GL500R, ICC12-GL501R, ICC12-GL502R, and ICC12-GL503R.

Policy, benefits and riders may not all be available in all states. Terms and conditions may vary by state. All applications are subject to the underwriting requirements of Genworth Life Insurance Company.

All guarantees are based on the claims-paying ability of Genworth Life Insurance Company.

The company has provided this brochure to help the owner understand the ideas discussed. Any examples are hypothetical and are used only to help the owner understand the concepts of the policy. The owner should carefully read the policy. What the company says about legal or tax matters is its understanding of current law, but the company is not offering legal or tax advice.

Tax laws and IRS administrative positions may change. This material is not intended to be used by any taxpayer to avoid any IRS penalty. The policyowner should consult independent tax and legal professionals for advice based on particular circumstances.

This is a solicitation of insurance. Complete details about the benefits, costs, limitations and exclusions of this valuable insurance policy will be provided to you by a Genworth Life Insurance Company insurance agent/producer. An insurance agent/producer will contact you.