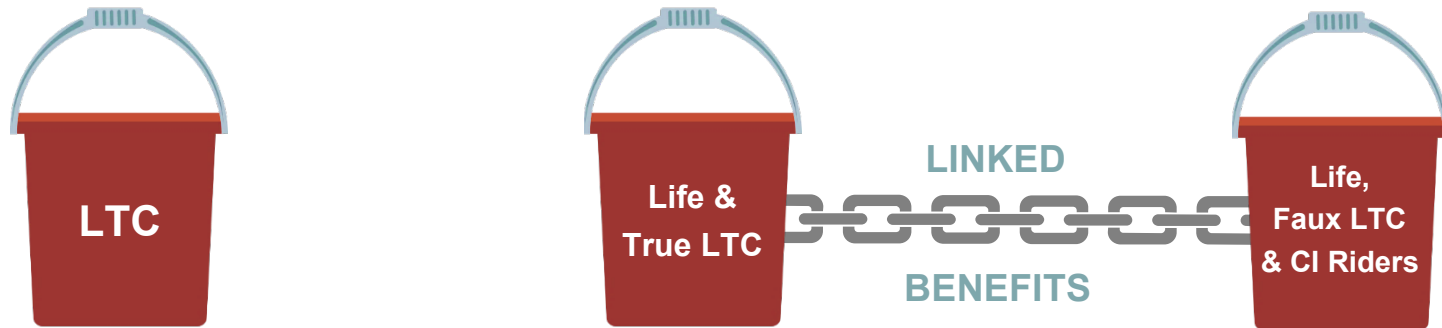


# LONG-TERM CARE PLANNING



## Pros:

- Most cost effective for the specific need
- Generous Inflation protection options
- Rider Options
- Basic ROP options
- Can be tax deductible on personal tax return.
- Shared care benefit maxes
- Carriers with support structures built for LTC claims
  - Comprehensive Care manager

## Cons:

- Potential for rate increases
- Most carriers will not allow limited pay options (1 out of 4)
- Use it or lose it (outside ROP)
- Limited carriers with lifetime
- Reimbursement Requirements

## Pros:

- Substantially leveraged premium dollars regardless of type claim!
- Inflation Protection
- More lenient underwriting
- Removes use it or lose it fear!
- Limited Pay options are the norm
- No premium increase exposure
- 1035 Exchanges are possible
- Qualified Money can be used

## Cons:

- Generally more expensive than traditional LTC
- Not Tax Deductible
- Most plans are individual plans and do not allow "benefit pool sharing"
- Advancement of the death benefit

## Pros:

- Use it or lose it not an issue,
- No premium increase concern
- More lenient underwriting
- Cash Payments

## Cons:

- Advancement of the death benefit
- Inflation protection does not apply.
- Complicated formula for daily benefits available (back into life face amount)
- More stringent qualification to claim