# **Protect What You've Built,**
## Plan for the Care You May Need



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## Keep the Life You Love

You've worked hard to build your savings, your lifestyle, and your legacy. But what happens if an unexpected health event requires long-term care?  Traditional LTC insurance may be expensive or even difficult to qualify for but that's where Asset-Based Long-Term Care comes in.

## What is Asset-Based Long-Term Care?

Asset-Based Long-Term Care is a type of insurance solution that combines long-term care protection with a life insurance policy or annuity to help fund potential future care needs. These plans offer flexible funding options, including the ability to reposition existing assets, so there's often no additional out-of-pocket cost. It can also help you avoid tapping into retirement funds or selling investments to pay for care expenses.

### Benefits That Go Beyond LTC

### Flexible Payment Options

### Rate and Beneficiary Guarantees

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If care is needed, your benefits can leverage and multiply your initial investment into significant, tax-advantaged long-term care coverage. If care is never needed, your loved ones receive a tax-free death benefit as part of your estate.

It's flexible, efficient protection designed to adapt to your life, not the other way around.

# Comparing Long-Term Care Options

| Feature | Asset-Based Long-Term Care | Traditional Long-Term Care Insurance |
|---|---|---|
| **Use of Existing Assets** | Funded by repositioning savings, CDs, or other idle assets often with no new cash outlay. | Requires ongoing premium payments. |
| **Death Benefit Potential** | If care isn't needed, a death benefit is paid to beneficiaries. | If care isn't needed, premiums paid are typically lost. |
| **Premium Stability** | Guaranteed. No rate increases. | Premiums can increase over time. |
| **Benefit Multiplier** | Leverages your single investment into several times more in long-term care coverage. | Provides care benefits based only on what you've paid in premiums. |
| **Return of Premium** | Often includes an option to get your money back if you cancel. | No refund of premiums paid. |
| **Tax Treatment** | Long-term care benefits are generally income tax-free; death benefits are tax-free to heirs. | Long-term care benefits are tax-free, but no additional legacy benefit. |
| **Legacy Value** | Always provides value — either in care benefits, death benefit, or return of premium. | Only provides value if long-term care is used. |
| **Funding Flexibility** | Can be structured as single pay, multi-pay, or through a 1035 exchange. | Typically requires ongoing annual or monthly payments. |

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The average cost for long-term care varies significantly based on the type of care and geographic location. These costs can be substantially higher in certain states or metropolitan areas. For example, in 2024, the national median cost for:

| | |
|---|---|
| **Household assistant services** | $75,504 |
| **Home health aid services** | $77,792 |
| **Assisted living facility (private, one-bedroom)** | $70,800 |
| **Nursing home care (semi-private room)** | $111,325 |
| **Nursing home care (private room)** | $127,750 |

Source: https://www.morningstar.com/retirement/how-much-should-you-budget-long-term-care

## Who is Asset-based Long Term Care right for?

- Individuals or couples aged 50+
- Those with savings or idle assets that can be redeployed
- People who have had issues qualifying for or cannot afford traditional long-term care insurance
- Those concerned about preserving retirement income and legacy goals
- People who want control and choice in how and where care is received

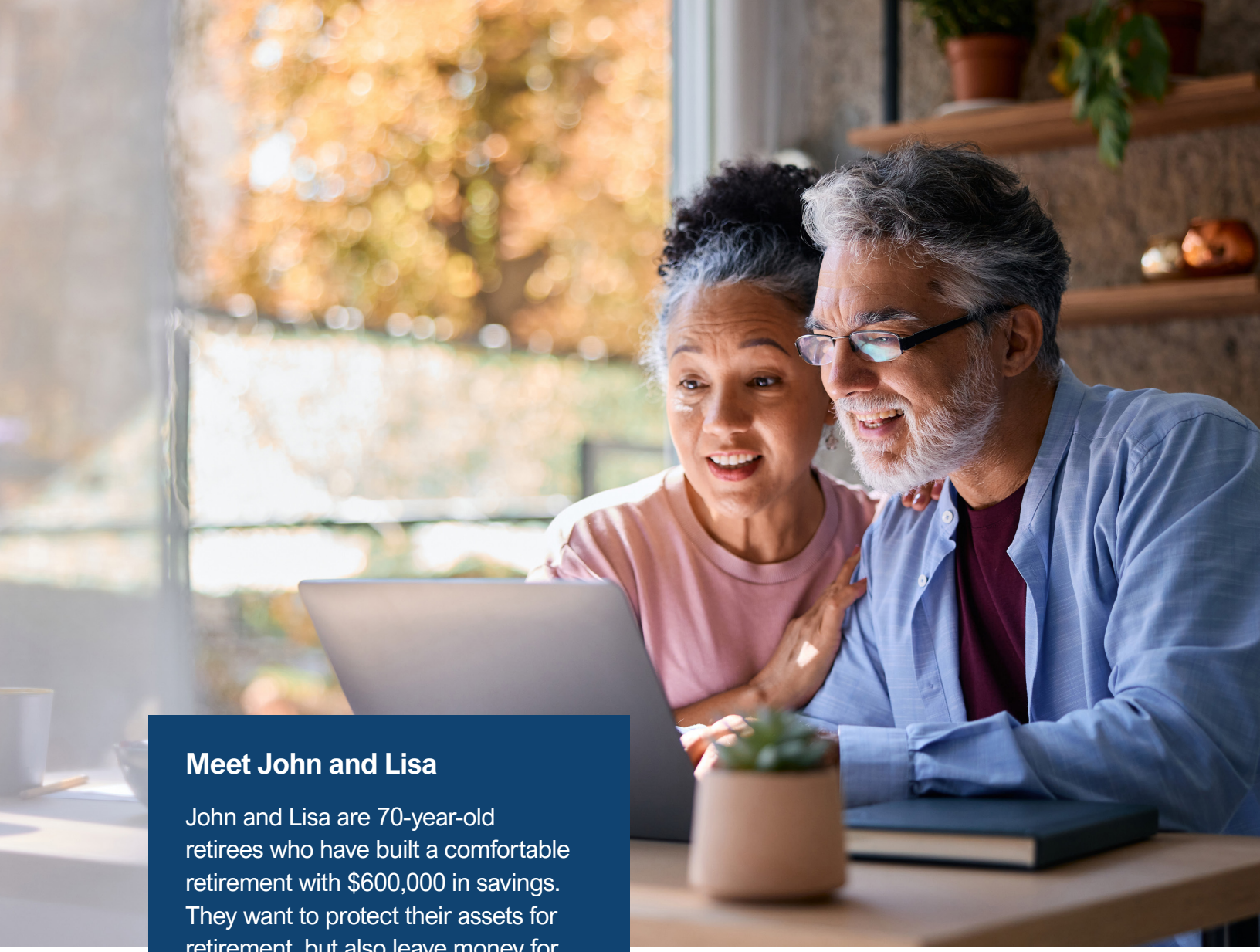
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**An estimated 70% of people turning age 65 will need some type of long-term care services in their lifetime.**

Source: Administration for Community Living, U.S. Department of Health and Human Services, Long-Term Care Services and Supports.

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## Meet John and Lisa

John and Lisa are 70-year-old retirees who have built a comfortable retirement with $600,000 in savings. They want to protect their assets for retirement, but also leave money for their children.

Traditional long-term care insurance requires high annual premiums. They knew they needed coverage, but did not want to risk paying into a policy they might not use. They also wanted to stay in control of their care and wanted a choice in how and where care is received.

By repositioning $200,000 of their existing savings into an Asset-Based Long-Term Care policy, they gained $400,000 in long-term care benefits, providing potential coverage for qualified long-term care expenses such as a nursing home, assisted living, or in-home care. If neither John nor Lisa ever need care, their children would receive a tax-free death benefit. They retained flexibility, including access to cash value and the option to adjust coverage if their situation changed.

Asset-Based LTC allows John and Lisa to turn a portion of their savings into flexible, tax-advantaged protection, delivering value whether care was needed or not.

This hypothetical example is shown for illustrative purposes only and is not guaranteed.

**Asset-Based LTC turns a portion of your savings into a flexible safety net — for care, cash value, or legacy protection. Explore today how asset-based LTC can protect your lifestyle, savings, and independence.**

| | | | | |
|---|---|---|---|---|
| Not a deposit | Not FDIC-insured | Not insured by any federal government agency | Not guaranteed by any bank or savings association | May go down in value |

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