

Product Overview

- Lincoln Financial *MoneyGuard*
- Nationwide *CareMatters*
- One America *Asset Care*
- Securian *SecureCare*

The Hybrid/Linked products available today vary with respect to issue ages, benefit periods, inflation options, etc. and this section will address the product from the various carriers.

August 2020

Care Solutions Product Overview

Asset Care®

Features	<ul style="list-style-type: none"> • 100% of death benefit available for qualifying long-term care (LTC benefits paid monthly) • Joint life insurance option provides benefits for both insureds with a second-to-die death benefit • Optional continuation of LTC benefits for a limited period or lifetime • A return of premium option • Optional Inflation Protection Riders can help protect against rising costs of qualifying LTC expenses
Funding options	<ul style="list-style-type: none"> • Asset Care Single Premium Whole Life • Asset Care with Return of Premium • Asset Care Annuity Funding Whole Life • Asset Care Recurring Premium Whole Life
Issue ages	<ul style="list-style-type: none"> • Asset Care Single Premium Whole Life: 35–80 • Asset Care with Return of Premium: 35–80 • Asset Care Annuity Funding Whole Life: 59½–80 • Asset Care Recurring Premium: 35–80 (5-pay, 10-pay and pay-to-95); 35–74 (20-pay)
Primary market	Ages 50–70
Minimum face amount	\$50,000
Funds accepted	CDs, mutual funds, savings, cash, qualified and non-qualified funds

Annuity Care®

Features	<ul style="list-style-type: none"> • Higher interest rate credited to funds withdrawn for qualifying LTC expenses (paid monthly) • Underwriting generally completed within 72 business hours of receipt of application 	
Policy structure	Single-premium deferred annuity	
Available options	<ul style="list-style-type: none"> • Annuity Care: Optional Continuation of Benefits can extend LTC benefits beyond annuity value can be limited or lifetime • Annuity Care II: Built-in Continuation of Benefits extends LTC benefits beyond the annuity value and is purchased through an insurance charge deducted monthly from annuity values, no lifetime option • Eligible person provision allows spouse to utilize long-term care benefits 	
Issue ages	Annuity Care: 50–85	Annuity Care II: 40–80
Premium	Minimum \$10,000 (may vary by state)	Maximum <ul style="list-style-type: none"> • Annuity Care: \$500,000 • Annuity Care II: \$300,000 if inflation protection selected, \$500,000 if inflation protection not selected
Funds accepted	CDs, Mutual funds and IRAs (only non-qualified accepted in CA)	Annuities, savings & money markets

Indexed Annuity Care®

Features	<ul style="list-style-type: none"> • Unique tax advantages afforded by the Pension Protection Act of 2006 • Links your client's account value growth to the S&P 500® index 	
Policy structure	Single premium fixed-indexed annuity with LTC benefits	
Available options	<ul style="list-style-type: none"> • 5 crediting strategies to grow your client's account value • Optional Continuation of Benefit rider to continue benefits once base value has been depleted 	
Issue ages	Ages 40–85 (age last birthday); Single or joint annuitant, single with eligible person	
Primary market	Ages 55–80 (age last birthday)	
Premium	Minimum \$50,000	Maximum \$500,000 (single premium only)
Funds accepted	IRA, non-qualified (only nonqualified accepted in CA)	

Legacy Care®

Features	<ul style="list-style-type: none"> • Deferred annuity designed for the senior market • Interest Rate Bailout provision offers protection from significant decreases in future renewal rates 	
Policy structure	Single-premium deferred annuity	
Issue ages	Ages 0–99	
Primary market	Ages 70–95	
Premium	Minimum \$10,000	Maximum \$500,000
Funds accepted	CDs, mutual funds, and IRAs	Annuities, savings & money markets, and other qualified funds

ImmediateCare SPIA

Features	<ul style="list-style-type: none"> • Designed to provide a guaranteed stream of income • Helps to limit losses to an estate 	
Policy structure	Single-premium immediate annuity	
Available options	Annuity payment increase option	
Issue ages	Ages 50–90 (age last birthday)	
Primary market	Ages 80–90	
Premium	Minimum \$10,000	Maximum \$1,000,000
Funds accepted	CDs, mutual funds, and IRAs	Annuities, savings & money markets, and other qualified funds

Note: Policies and long-term care insurance riders are underwritten by **The State Life Insurance Company®** (State Life), Indianapolis, IN, a OneAmerica company that offers the Care Solutions product suite. Asset Care Form number series: ICC18 L302 JT, ICC18 L302 SP, ICC18 L302 SP JT, ICC18 SA39, ICC18 R540, ICC18 L302, ICC18 R537, ICC18 R538, ICC18 R532, ICC18 R533, L302, L302 JT, L302 SP, L302 SP JT, R537, R538, R532, R533, SA39, and R540. Annuity Care Form number series: SA34 and R508; Annuity Care II Form number series: SA35, ICC SA35, ICC15 R521 PPA ND, ICC15 R521 PPA and R522 PPA; Legacy Care Form number series: SA32, R502 and R503; Indexed Annuity Care Form number series: ICC14 SA36, ICC14 R529 PPA, ICC14 R529, ICC14 R530 PPA, ICC14 R530, SA36, R529 PPA, R529, R530 PPA and R530; ImmediateCare SPIA Form number series: SA33. Not available in all states or may vary by state.

Joint Life

Deep dive for clients

Asset Care® is a unique life insurance-based long-term care (LTC) solution that can cover two people under one single policy.

What is it?

A joint life insurance policy provides one pool of money to cover two people if a need for LTC arises. This shared benefit typically costs less than purchasing two individual policies. Joint protection is available to spouses (or your state's equivalent).

How does it work?

Joint life Asset Care is medically underwritten, meaning both proposed insureds must apply and be accepted for protection. The amount of protection available is based on the age, gender and underwriting classes of both insureds¹.

If there is a need for LTC: each insured has access to the full death benefit, up to the monthly benefit limit for qualifying LTC expenses.

If a need for LTC arises for both insureds simultaneously: each are eligible for their own monthly benefit limit. This means the full death benefit is still available, but for a shorter period of time.

When one person dies: the other insured still has access to the pool of money if a need for LTC arises, and can leave a death benefit if care isn't needed or fully used.

¹ This age difference may be narrowed due to results of medical underwriting.

Hypothetical example:

The following chart shows examples of individual and joint life Asset Care for Jim and Bonnie, both 65, who are married and in good health.

	Jim	Jim and Bonnie	Bonnie
Total single premium	\$100,000	\$200,000	\$100,000
Benefit period	Lifetime	Lifetime	Lifetime
Monthly LTC amount	\$3,021	\$5,709 each	\$3,082
Death benefit	\$151,046	\$285,425	\$154,091

Note: All individuals used in scenarios are fictitious and all numeric examples are hypothetical and were used for explanatory purposes only.

Continued on next page

Why do I want Joint Life Asset Care?

Larger benefit pool

Spreading the risk over two lives instead of just one may provide a larger pool of shared benefits compared to two individual policies.

Possible lifetime coverage for both

If the Continuation of Benefits (COB) rider is selected, it applies to both insureds for one premium rate, locked in at the time of purchase. Premiums are guaranteed never to increase, even upon the death of the first insured.

Simplicity

A joint policy reduces the amount of paperwork that may be associated with two individual policies: one policy, one bill, one annual statement.

Leave a legacy

If one spouse dies, the flexibility of joint life Asset Care allows the surviving spouse to pay for care if needed, and pass anything left to children, grandchildren, favorite charities or places of worship.

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