

ASSET-BASED LTC AND CHRONIC ILLNESS PRODUCT DETAILS

Carrier Name	Lincoln Financial		Minnesota Life	Nationwide
Product Name	Lincoln Financial MoneyGuard II	Lincoln Financial MoneyGuard Reserve	Minnesota Life CareShield	Nationwide YourLife Care Matters
Type of Coverage	LTC	LTC	Universal Life	LTC
LTC License Required?	Yes	No	No	Yes
Qualifications	Unable to perform 2 of 6 ADL's, Needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, Needs "substantial supervision" due to cognitive impairment.	The insured must be certified by a licensed health care practitioner to have a severe cognitive impairment or not able to perform, without substantial assistance, 2 of the 6 ADLs and expected to remain so for at least 90 calendar days	Unable to perform 2 of 6 ADL's, Needs "substantial supervision" due to cognitive impairment.
Inflation Options Available	3% Compound 5% Compound	3% Compound 5% Simple	N/A	3% Simple 5% Compound
Issue Ages	40-79	MG Reserve Single Pay: 30 - 69 MG Reserve Flex Pay: 30 - 80	Age 35 - 75	Single pay 40-70 5 and 10 pay 40-75
Underwriting	Streamlined	Streamlined	Yes, fully underwritten with a supplemental component for the morbidity including cognitive assessment	Simplified
Underwriting Classes	All clients are assumed Non-Smoker ratings	All clients are assumed Non-Smoker ratings	Available on all classes down to table H with the exception of Preferred Select Non-Tobacco and Non-Tobacco Plus.	Standard Tobacco, Standard Non-Tobacco
Elimination Period	0 Day Elimination	0 Day Elimination home health care 90 day elimination for facility	90 Calendar Days	90 Days
Benefit Type	Reimbursement	Reimbursement	Cash Indemnity	Indemnity
Benefit Amount	Minimum death benefit of \$50K and a maximum death benefit of \$750K	Minimum death benefit of \$75K and a maximum death benefit of \$750K	4% of the face amount each month, limited by the IRS per diem.	Minimum Death benefit of \$60k and a maximum death benefit of \$750k
Benefit Amount Adjusted at Claim?	No	No	Yes, if loans have been taken.	No
Benefit Amount Calculation	As illustrated	As illustrated	4% of initial face amount	As illustrated
Benefit Uses	Qualified, documentable long-term care expenses	Qualified, documentable long-term care expenses	Once the client meets eligibility requirements for benefits they can use the benefits for whatever care they need.	No restrictions
Residual Death Benefit	5% of the guaranteed death benefit up to \$10,000	No residual death benefit	None	20% of the initial specified amount at issue
Return of Premium	Basic: 80% Vested: 80% increasing by 4% each year up to 100% at Year 6.	100% day one with single pay	Yes, during the first 60 days of specific anniversary years: Policy year 15: 50% ROP Policy year 20: 75% ROP Policy Year 25: 100% ROP	85% year 1, 88% year 2, 91% year 3, 94% year 4, 97% year 5 and 100% years 6+
Additional Details	Couples discount. Both partners do not need to apply for discount to take effect.	Payment options are 1, 3, 5, 7 and 10 years		If applicant is married or in a legally recognized civil union or domestic partnership, they are eligible for approximately 5% less than Single classes.
Premiums when on Claim; Waived or Continued?	Continued	Continued	Premiums are not waived but we have a no lapse guarantee whilst on claim.	Waived
Policy Charges when on Claim; Waived or Continue?	Continued	Continued	Charges for the Chronic Illness Agreement are waived.	Continued; charges for the LTC and LTCEB riders will cease, but charges for the base policy will continue
Source of Funds	Non-Qualified Funds	Non-Qualified Funds	Non-Qualified Funds	Non-Qualified Funds
States Not Available	NY	Available in NY only	CA, CT, DE, CT, NY, Washington D.C.	CA, HI, MT NY

ASSET-BASED LTC AND CHRONIC ILLNESS PRODUCT DETAILS

Carrier Name	New York Life	OneAmerica	OneAmerica	OneAmerica
Product Name	Asset Preserver	Asset Care	Annuity Care	Annuity Care II / III
Type of Coverage	LTC	LTC	LTC	LTC
LTC License Required?	Yes	Yes	Yes	Yes
Qualifications	Unable to perform 2 of 6 ADL's, Needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, Needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, Needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, Needs "substantial supervision" due to cognitive impairment.
Inflation Options Available	No inflation rider. However, an available inflation buy up option will allow the insured to pay additional premiums to grow the benefit amount by 5% inflation each year. This option will terminate the first year it is not elected.	5% Compound Inflation	None on the Base Annuity; 2, 3, 4, 5% available on the continuation of benefit rider	None on the Base Annuity; 2, 3, 4, 5% available on the continuation of benefit rider
Issue Ages	AD 113: 30 - 85 AD 114: 30 - 80	Single: 40-80 Joint: 35-80 maximum 25 years age difference between unrated joint insured.	Issue Ages 50 - 85	Issue Ages 40 - 80
Underwriting	Full Underwriting	Streamlined	Telephone Interview	Telephone Interview
Underwriting Classes	Preferred, Non-Smoker, Select Standard, Standard, Non-Smoker/Standard classes 2-8	Preferred (Non-Smoker), Standard (Smoker)	Standard	Standard
Elimination Period	90 Days	30 Days home health care 60 Days for facility care	7 Days all types of care	90 days all types of care
Benefit Type	Reimbursement	Reimbursement	Reimbursement	Reimbursement
Benefit Amount	Minimum death benefit of \$24k and maximum death benefit of \$1m	Minimum death benefit of \$10,000 and maximum death benefit of \$1.5m	Minimum premium \$10,000; maximum premium \$500,000	Minimum premium \$10,000; maximum premium \$500,000 if inflation for the rider or nonforfeiture is not added to the contract; maximum premium if inflation for the rider or nonforfeiture is added to the contract.
Benefit Amount Adjusted at Claim?	No	No	No	No
Benefit Amount Calculation	As illustrated	As illustrated	As illustrated	As illustrated
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
Residual Death Benefit	10% of the death benefit at the time of LTC claim	None	None	None
Return of Premium	Lifetime Return of Premium as long as no loans or partial withdrawals are made.	Lifetime return of premium for the whole life policy. Additional premiums are required if the LTC Continuation of Benefits Rider is elected. Premiums for this rider are not covered by the ROP feature.	None	None
Additional Details	A "Spouse's Paid Up Insurance Purchase Option" allows the insured's spouse, if a beneficiary, to use the policy proceeds to purchase a paid-up single premium whole life policy without evidence of insurability.	The acceleration rider and the Asset Care Plus Rider combination can result in the total guaranteed benefit period of 25, 33, 50, 66, 100 months or lifetime protection.	The product is Pension Protection Act (PPA) compliant. If funded with nonqualified money, all benefit payments are income tax free.	The product is Pension Protection Act (PPA) compliant. If funded with nonqualified money, all benefit payments are income tax free.
Premiums when on Claim; Waived or Continued?	Waived (Single Premium only)	Waived thru Waiver of Premium option	The continuation of benefit rider premium is waived when the client begins receiving LTC benefits from the rider.	The continuation of benefit rider premium is waived when the client begins receiving LTC benefits from the rider.
Policy Charges when on Claim; Waived or Continue?	Continued	Waived	The continuation of benefit rider premium is waived when the client begins receiving LTC benefits from the rider.	The continuation of benefit rider premium is waived when the client begins receiving LTC benefits from the rider.
Source of Funds	Non-Qualified Funds	Asset Care (AC) I cash or cash equivalents; AC II non-qualified annuities; AC III qualified money; AC IV cash.	Qualified and nonqualified funds	Annuity Care II - nonqualified funds Annuity Care III - qualified funds
States Not Available	AD 113 - Available in CA, CT, DE, FL, HI, IN, MT, NJ, NY, and SD; AD 114 - All Other States	NY. *PA - Joint Life Not Available	CT, NH, NY	CT, NJ, NY Annuity Care II Only - FL, MA, NH, PA, VT, WI

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Not binding. For informational purposes only.

ASSET-BASED LTC AND CHRONIC ILLNESS PRODUCT DETAILS

Carrier Name	OneAmerica	OneAmerica	OneAmerica	Pacific Life
Product Name	Indexed Annuity Care	Legacy Care	Immediate Care	Premier Care
Type of Coverage	LTC	None, Single Premium Deferred Annuity		LTC
LTC License Required?	Yes	No	Immediate Care Plus - yes Immediate Care SPIA - no	Yes
Qualifications	Unable to perform 2 of 6 ADL's, Needs "substantial supervision" due to cognitive impairment.	None.	To qualify for Immediate Care plus the client needs to be failing 2 ADLs at the time of the application. Immediate Care SPIA has no qualifying requirements.	Unable to perform 2 of 6 ADL's, Needs "substantial supervision" due to cognitive impairment.
Inflation Options Available	None on the Base Annuity; 2, 3, 4, 5% available on the continuation of benefit rider	None.	May select an annual increase of 1-10%	3% Simple 5% Simple 5% Compound
Issue Ages	Issue Ages 40 - 85	Issue Ages 0 - 99	Issue Ages 75 - 99	Issue Ages 30-75
Underwriting	Telephone Interview	None.	Immediate Care Plus - full underwriting Immediate Care SPIA - no underwriting	Streamlined
Underwriting Classes	Standard	None.	Approve or Decline	Smoker, Non-Smoker
Elimination Period	60 days all types of care	None.	None.	0 day for home health care 90-day for facility services
Benefit Type	Reimbursement	Interest only in the first 5 years.	Income, taxes determined on an exclusion ratio basis.	Reimbursement
Benefit Amount	Minimum premium \$50,000; maximum premium \$500,000	Minimum premium \$10,000; maximum premium \$500,000	Minimum premium is \$25,000 or the premium required to produce \$1,000 in monthly income payments, whichever is greater.	Minimum death benefit of \$60k and a maximum death benefit of \$600k
Benefit Amount Adjusted at Claim?	No	N/A	No	No
Benefit Amount Calculation	As illustrated	N/A	As illustrated	As illustrated
Benefit Uses	Qualified, documentable long-term care expenses	If the client is failing 2 ADL after the policy is inforce for 6 months, the premium can be transferred to the Immediate Care Plus policy and receive a 5% bonus on the original premium deposited in Legacy Care.	For clients that are currently on LTC claim this product provides a lifetime income stream.	Qualified, documentable long-term care expenses
Residual Death Benefit	None	None	None	Lesser of 5% of face amount or \$5,000
Return of Premium	None	If annuitant dies in first 5 years of the contract, the beneficiaries are guaranteed to receive no less than the original premium minus any withdrawals.	None	Lifetime Return of Premium included
Additional Details	The product is Pension Protection Act (PPA) compliant. If funded with nonqualified money, all benefit payments are income tax free.	Best use is for clients that do not qualify for Asset Care or Annuity Care products, but are not failing 2 of 6 ADLs. They receive 5% bonus when transferred to Immediate Care plus at a later date. Also good for clients that are about to have a forced annuitization and they do not want the income at this time.	Immediate Care Plus is a lifetime payout option only. Immediate Care SPIA gives the client the option of adding a period certain.	Couples discount available. APS required for applicants ages 50 and older.
Premiums when on Claim; Waived or Continued?	The continuation of benefit rider premium is waived when the client begins receiving LTC benefits from the rider.	N/A	N/A	Waived (Single Premium only)
Policy Charges when on Claim; Waived or Continue?	The continuation of benefit rider premium is waived when the client begins receiving LTC benefits from the rider.	N/A	N/A	Continued
Source of Funds	Nonqualified and qualified funds	Nonqualified and qualified funds	Nonqualified and qualified funds	Non-Qualified
States Not Available	HI, NY	NY	NY	NY