

ASSET-BASED LONG-TERM CARE AND CHRONIC ILLNESS PRODUCT DETAILS

Carrier Name	Brighthouse Financial	Lincoln Financial	Lincoln Financial	Lincoln Financial	Minnesota Life
Product Name	Premier Accumulator UL	MoneyGuard II 2015	MoneyGuard II 2017	MoneyGuard Reserve	CareShield
Type of Coverage	CI	LTC	LTC	LTC	Chronic Illness
LTC License Required?	No	Yes	Yes	Yes	No
Issue Ages	18 - 65	40-79	40-79	MG Reserve Single Pay: 30 - 69 MG Reserve Flex Pay: 30 - 80	Age 35 - 75
Underwriting Type	Simplified or Full	Simplified	Simplified	Simplified	Full
Medical Questions	Yes	Yes	Yes	Yes	Yes
Phone Interview	Yes	Yes	Yes	Yes	Yes
Medical Records	Only for Cause	No	No	No	Yes
Paramed	Only for Cause	No	No	No	Face Amount Dependent
Underwriting Classes	Up to Table D or \$5 Flat Extra. No combination of Table Rating and Flat Extras.	Smoker status has no bearing. Couples discount available (spouse does not need to apply).	Smoker status has no bearing. Couples discount available (spouse does not need to apply).	Non-smoker and Smoker	Preferred, Standard, Table Ratings A-H, Tobacco and Non-Tobacco.
Benefit Type	Indemnity	Reimbursement	Reimbursement	Reimbursement	Traditional Indemnity (must show proof of loss of \$1)
Premium Options	All premium designs are available from a single pay to level pay. Also accepts 1035 exchanges.	Single Premium and Flex-Pay (max of 10 years).	Single Premium and Flex-Pay (max of 25 years-based on age at time of issue).	Single premium and Flex-Pay (3, 5, 7 or 10 years).	Single Premium or Flex-Pay (up to age 120).
Benefit Amount	Maximum of 20% of face amount annually. NOT capped at IRS per diem limit.	Minimum death benefit \$50K. Maximum death benefit \$500K for 2-year LABR and \$750K for 3-year LABR.	Minimum death benefit \$50K. Maximum death benefit \$500K for 2-year LABR and \$750K for 3-year LABR.	Minimum death benefit \$75K. Maximum death benefit \$750K.	Minimum death benefit \$50K. Maximum death benefit \$500K.
Benefit Amount Calculation	Elected by client at time of claim subject to limits outlined above.	As illustrated	As illustrated	As illustrated	As illustrated
Benefit Duration	Face amount dependent. Benefits are capped at the lesser of 75% of the face amount or \$2MM.	2-7 years	2-7 years	2-7 years	25 months, if max 4% is taken monthly.
Qualifications	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment. Condition must be expected to be permanent.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.
Benefit Uses	No restrictions	Qualified, documentable long-term care expenses	Qualified, documentable long-term care expenses	Qualified, documentable long-term care expenses	No restrictions
Elimination Period	Chronic Illness: 90 Days Terminal Illness: None	0 Day Elimination	0 Day Elimination	90 days for facility; 0 days for home health	90 Days
Inflation Options Available	None, although the benefit pool grows as the death benefit increases.	3% Compound 5% Compound	3% Compound 5% Compound	3% Simple 5% Compound	N/A
Return of Premium	Based on policy cash values. Premier Accumulator is a "Surrender Charge Free" product. In single pay designs policy cash values at end of year 1 are approximately 99% of premiums paid on current side, 97% guaranteed. Performance will vary. Please see illustration for more detail on future cash values.	Basic: 80% Vested: 80% increasing by 4% each year up to 100% at Year 6.	Basic: 80% Vested: 80% increasing by 4% each year up to 100% at Year 6.	100%- single premium policies only.	During the first 60 days of specific anniversary years: Policy year 15: 50% ROP Policy year 20: 75% ROP Policy Year 25: 100% ROP
Residual Death Benefit	25% of the initial face	5% of Initial Specified Amount or \$10,000, whichever is less.	5% of Initial Specified Amount or \$10,000, whichever is less.	None	None
Premiums when on Claim; Waived or Continued?	Continued	Continued	Continued	Continued	No
Policy Charges when on Claim; Waived or Continue?	Continued	Continued	Continued	Continued	Charges for the Chronic Illness Agreement are waived.
Source of Funds	Non-Qualified Funds	Non-Qualified Funds	Non-Qualified Funds	Non-Qualified Funds	Non-Qualified Funds
States Not Available	CA, CT, FL, MO, NY, PR, VA	NY	NY	Available only in NY	CA, NY
Additional Details	While this is technically a rider added to a UL product rather than a purely asset-based product, the unique design of the product makes it more comparable to other asset-based solutions versus traditional life products with LTC or CI Riders. Policy cash values are reduced on a pro-rata basis as benefits are used. Simplified underwriting is via the ERP program and is subject to its terms and limitations.				Benefits are subject to IRS per diem limits.

ASSET-BASED LONG-TERM CARE AND CHRONIC ILLNESS PRODUCT DETAILS

Carrier Name	Minnesota Life	Nationwide	New York Life	New York Life	OneAmerica
Product Name	SecureCare	YourLife CareMatters	Asset Preserver (AD 113)	Asset Preserver (AD 114)	Asset Care 1
Type of Coverage	LTC	LTC	LTC	LTC	LTC
LTC License Required?	Yes	Yes	Yes	Yes	Yes
Issue Ages	40-75	Single pay 40-70 5 and 10 pay 40-75	113: 40 - 80	30 - 80	Single: 35-80 Joint: 35-80 maximum 25 years age difference between unrated joint insured.
Underwriting Type	Simplified	Simplified	Full	Full	Simplified or Full
Medical Questions	Yes	Yes	Yes	Yes	Yes
Phone Interview	Yes	Yes	Dependent on face amount	Dependent on face amount	Yes
Medical Records	Only for Cause	No	Yes	Yes	Only for Cause
Paramed	No	No	Dependent on face amount	Dependent on face amount	Depends on health of applicant(s) and net amount at risk
Underwriting Classes	Non tobacco and tobacco, Single or Couples discount (spouse does not need to apply).	Non tobacco and tobacco, Single or Couples discount (spouse does not need to apply).	Preferred, Non-Smoker, Select Standard, Standard, Non-Smoker/Standard classes 2-8	Preferred, Non-Smoker, Select Standard, Standard, Non-Smoker/Standard classes 2-8	Preferred (Non-Smoker), Standard (Smoker); single or joint-life
Benefit Type	Traditional Indemnity (must show proof of loss of \$1)	Cash Indemnity (no proof of loss required)	Reimbursement	Reimbursement	Reimbursement
Premium Options	Single Premium	Single Premium, 5-pay and 10-pay.	Single Premium	Single Premium	Single Premium
Benefit Amount	Minimum death benefit \$50K. Maximum death benefit \$500K for 2-year initial LTC period and \$750K for 3-year initial LTC period.	Minimum death benefit \$60k and a maximum death benefit \$750k	Minimum death benefit of \$24k and maximum death benefit of \$1MM.	Minimum death benefit of \$24K for 24 months and \$36K for 36 months. Maximum death benefit of \$1MM.	Minimum death benefit \$10K. Maximum death benefit \$1.5MM.
Benefit Amount Calculation	As illustrated	As illustrated	As illustrated	As illustrated	As illustrated
Benefit Duration	2-7 years	2-7 years	24 months, 36 months, 42 months, 48 months, or 66 months.	24 months, 36 months, 42 months, 48 months, or 66 months.	25 months, 33 months, 50 months, 66 months, 100 months, or lifetime.
Qualifications	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.
Benefit Uses	Once the client meets eligibility requirements for benefits they can access their benefit. May require a monthly proof of loss form, including documentation of \$1 worth of qualified LTC expenses, or documentation of informal care.	No restrictions	Qualified, documentable long-term care expenses	Qualified, documentable long-term care expenses	Qualified, documentable long-term care expenses
Elimination Period	90 days: waived for home modifications or training to an informal caregiver.	90 Days	90 Days	90 Days	30 Days home health care 60 Days for facility care
Inflation Options Available	3% Simple; 5% Simple; 5% Compound	3% Simple 5% Compound	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.	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.	3% or 5%
Return of Premium	Vested: 80% increasing 4% each year up to 100% at Year 6.	85% year 1, 88% year 2, 91% year 3, 94% year 4, 97% year 5 and 100% years 6+	Lifetime Return of Premium as long as no loans or partial withdrawals are made.	Lifetime Return of Premium as long as no loans or partial withdrawals are made.	Available in all years with 2% acceleration of base policy only. No ROP on COB rider. Acceleration of base at 3% or 4% will reduce ROP in years 2-10.
Residual Death Benefit	10% of death benefit or \$10,000, whichever is less.	20% of the initial specified amount at issue	10% of the death benefit at the time of LTC claim	10% of the death benefit at the time of LTC claim	None
Premiums when on Claim: Waived or Continued?	N/A (single premium-only).	Waived	N/A (Single Premium only)	N/A (Single Premium only)	N/A (Single Premium only).
Policy Charges when on Claim: Waived or Continue?	Continued	Continued; charges for the LTC and LTCB riders will cease, but charges for the base policy will continue	Waived	Waived	
Source of Funds	Non-Qualified Funds	Non-Qualified Funds	Non-Qualified Funds	Non-Qualified Funds	Non-qualified. Cash or cash equivalents.
States Not Available	CA, MT, ND, IN, NY, NJ, DE, CT	CA, HI, MT NY	Only available in CA, CT, DE, FL, HI, IN, MT, NJ, NY, and SD	CA, CT, DE, FL, HI, IN, MT, NJ, NY, and SD	NY
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.	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.	

ASSET-BASED LONG-TERM CARE AND CHRONIC ILLNESS PRODUCT DETAILS

Carrier Name	OneAmerica	OneAmerica	OneAmerica	OneAmerica	OneAmerica
Product Name	Asset Care 2	Asset Care 3	Asset Care 4	Annuity Care	Annuity Care II / III
Type of Coverage	LTC	LTC	LTC	LTC	LTC
LTC License Required?	Yes	Yes	Yes	Yes	Yes
Issue Ages	Single: 59.5-80 Joint: 59.5-80 maximum 25 years age difference between unrated joint insured.	Single: 59.5-80 Joint: 59.5-80 maximum 25 years age difference between unrated joint insured.	Single: 20-80 Joint: 20-80 maximum 25 years age difference between unrated joint insured.	Issue Ages 50 - 85 Up to 87 for base only	Issue Ages 40 - 80
Underwriting Type	Simplified or Full	Simplified or Full	Simplified or Full	Simplified	Simplified
Medical Questions	Yes	Yes	Yes	Yes	Yes
Phone Interview	Yes	Yes	Yes	Phone Interview: only for COB rider (cognitive)	Only for COB rider (cognitive)
Medical Records	Only for Cause	Only for Cause	Only for Cause	No	No
Paramed	Depends on health of applicant(s) and net amount at risk	Depends on health of applicant(s) and net amount at risk	Depends on health of applicant(s) and net amount at risk	No	No
Underwriting Classes	Preferred (Non-Smoker), Standard (Smoker); single or joint-life	Preferred (Non-Smoker), Standard (Smoker); single or joint-life	Preferred (Non-Smoker), Standard (Smoker); single or joint-life	Standard/Preferred	Standard/Preferred
Benefit Type	Reimbursement	Reimbursement	Reimbursement	Reimbursement	Reimbursement
Premium Options	Single premium non-qualified annuity funded at issue. Whole life policy is funded via annuity withdrawals over 20 years.	Single premium IRA funded at issue. Whole life policy is funded through withdrawals over 20 years.	10- to 20-pay or to age 100	Single Premium	Single Premium
Benefit Amount	Minimum death benefit \$20K. Maximum death benefit \$1.5MM.	Minimum death benefit \$20K. Maximum death benefit \$1.5MM.	Minimum death benefits ages 20-50: \$100K. Minimum death benefit ages 51+: \$50K. Maximum death benefit \$1.5MM.	Minimum premium \$10K. Maximum premium \$500K w/o exception	Minimum premium \$10K. Maximum premium \$300K w/o exception
Benefit Amount Calculation	As illustrated	As illustrated	As illustrated	As illustrated	As illustrated
Benefit Duration	25 months, 33 months, 50 months, 66 months, 100 months, or lifetime.	25 months, 33 months, 50 months, 66 months, 100 months, or lifetime.	25 months, 33 months, 50 months, 66 months, 100 months, or lifetime.	Base annuity: 36 months. COB rider: 36 months or lifetime.	Base annuity: 24 months (single)/30 months (joint). COB: 36, 72, or 108 months.
Qualifications	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.
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	Qualified, documentable long-term care expenses
Elimination Period	30 Days home health care 60 Days for facility care	30 Days home health care 60 Days for facility care	30 Days home health care 60 Days for facility care	7 days	90 days
Inflation Options Available	3% or 5%	3% or 5%	3% or 5%	2, 3, 4, 5% available on COB rider only.	2, 3, 4, 5% available on COB rider only.
Return of Premium	Available in all years with 2% acceleration of base policy only. No ROP on COB rider. Acceleration of base at 3% or 4% will reduce ROP in years 2-10.	Available in all years with 2% acceleration of base policy only. No ROP on COB rider. Acceleration of base at 3% or 4% will reduce ROP in years 2-10.	Available in all years with 2% acceleration of base policy only. No ROP on COB rider. Acceleration of base at 3% or 4% will reduce ROP in years 2-10.	No	No
Residual Death Benefit	None	None	None	No	No
Premiums when on Claim: Waived or Continued?	Not on base policy unless WOP rider is purchased. Automatic on COB rider.	Not on base policy unless WOP rider is purchased. Automatic on COB rider.	Not on base policy unless WOP rider is purchased. Automatic on COB rider.	N/A (single premium-only). Automatic on rider	N/A (single premium-only). Automatic on rider
Policy Charges when on Claim: Waived or Continue?	No	No	No	N/A	N/A
Source of Funds	Non-qualified Annuity.	Qualified Assets	Non-Qualified.	Qualified and nonqualified funds	Nonqualified funds.
States Not Available	NY	NY	NY	CT, NH, VT, NY	CT, NJ, NY
Additional Details				The product is Pension Protection Act (PPA) compliant. If funded with nonqualified money, all benefit payments are income tax free. Qualified funds may be discontinued June 8, 2017.	The product is Pension Protection Act (PPA) compliant. If funded with nonqualified money, all benefit payments are income tax free. Qualified funds may be discontinued June 8, 2017.

ASSET-BASED LONG-TERM CARE 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	None	LTC
LTC License Required?	Yes	No	No	Yes
Issue Ages	Issue Ages 40 - 85	Issue Ages 0 - 99	50-90	Issue Ages 30-75
Underwriting Type	Simplified	None	None	Streamlined
Medical Questions	Yes	No	No	Yes
Phone Interview	Only for COB rider (cognitive)	No	No	Yes
Medical Records	No	No	No	Only for Cause
Paramed	No	No	No	No
Underwriting Classes	Standard/Preferred	None	None	Smoker, Non-Smoker
Benefit Type	Reimbursement	Interest only in the first 5 years.	Income, taxes determined on an exclusion ratio basis.	Reimbursement
Premium Options	Single Premium	Single Premium	Single Premium	Single Premium and Flex-Pay (max of 10 years).
Benefit Amount	Minimum premium \$50,000; maximum premium \$500,000 w/o exception	Minimum premium \$10,000; maximum premium \$500,000 w/o exception	Minimum premium is \$10K. Maximum premium \$500K. w/o exception	Minimum death benefit of \$60k and a maximum death benefit of \$600k
Benefit Amount Calculation	As illustrated	N/A	N/A	As illustrated
Benefit Duration	Base annuity: 24 months. COB rider: 24, 48 months or Lifetime.	N/A	N/A	2-7 years
Qualifications	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.	N/A	N/A	Unable to perform 2 of 6 ADL's, or needs "substantial supervision" due to cognitive impairment.
Benefit Uses	Qualified, documentable long-term care expenses	N/A	N/A	Qualified, documentable long-term care expenses
Elimination Period	60 days all types of care	N/A	N/A	0 day for home health care 90-day for facility services
Inflation Options Available	Graduated Multiplier on Base. 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
Return of Premium	No	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
Residual Death Benefit	No	None	None	Lesser of 5% of face amount or \$5,000
Premiums when on Claim: Waived or Continued?	N/A (single premium-only). Automatic on rider	N/A (single premium policy)	N/A	No
Policy Charges when on Claim: Waived or Continue?	N/A	N/A	N/A	No
Source of Funds	Qualified and nonqualified funds	Qualified and nonqualified funds	Qualified and nonqualified funds	Non-Qualified
States Not Available	HI, NY	NY	NY	NY
Additional Details	The product is Pension Protection Act (PPA) compliant. If funded with nonqualified money, all benefit payments are income tax free. Qualified funds may be discontinued June 8, 2017.	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 can have period certain payouts as short as 5 years.	Couples discount available. APS required for applicants ages 50 and older.