

Gettysburg College Group Long Term Care Insurance Program

Employee Presentation for Enrollment Period 2/22/2016 to 3/18/2016

Genworth 



Underwritten by **Genworth Life Insurance Company.**

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Today's Topics

An Introduction to Long Term Care (LTC) and
Long Term Care Insurance (LTCI)

The Three Key Decisions

Additional Benefits & Eligibility

Summary & Next Steps

Why Purchase Long Term Care Insurance?

- **Protect Savings**

Helps protect the money you've been saving for retirement, education, etc.

- **Protect Family**

Helps protect your family and friends from the burden of caregiving.

- **Maintain Choice & Control**

Helps keep your options open about how you receive care.

- **Stay At Home**

Helps reimburse expenses to make home modifications and receive home care where you're most comfortable.

Myths & Realities

“It won’t happen to me.”

7 in 10 people who reach age 65 will need long term care during their lives

“My insurance will cover me.”

Neither disability nor health insurance are designed to cover long term care expenses

“The government will pay for the care I need.”

Medicare & Medicaid benefits are very limited and you may not qualify

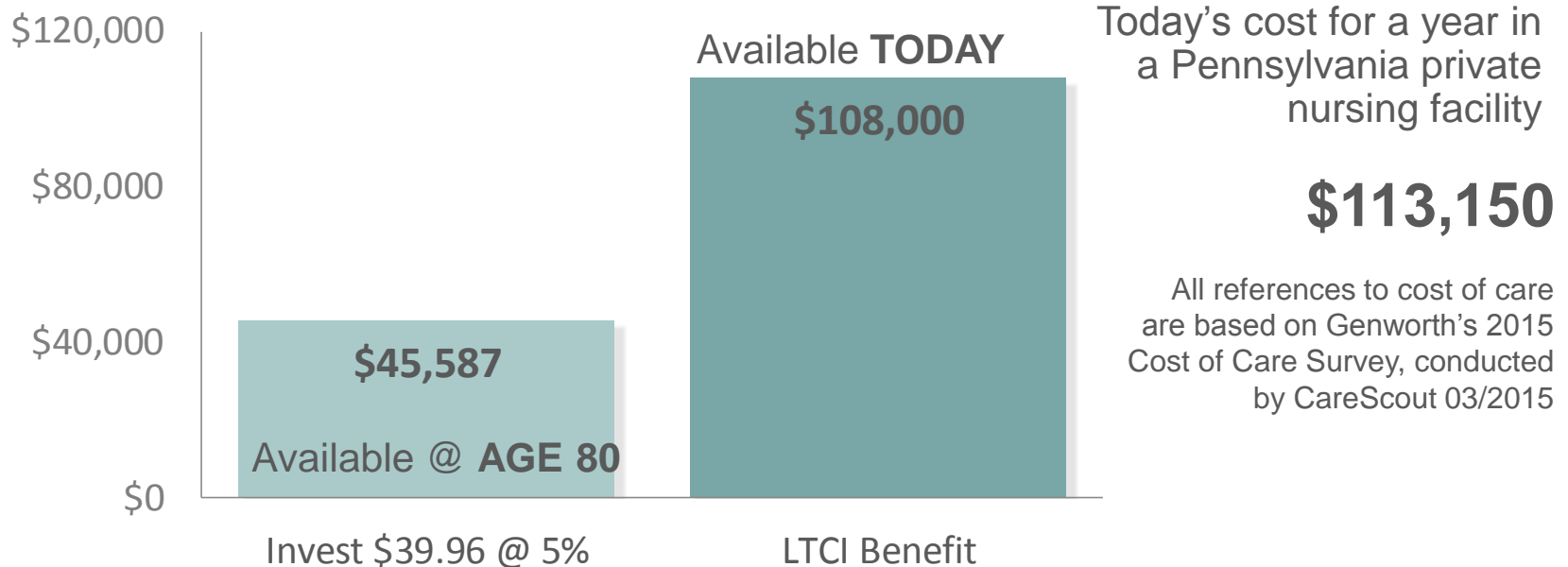
“I can pay for this out of my savings.”

It can take years to accumulate an amount equal to the insurance coverage you could have today

Can You Pay For LTC Out Of Your Savings?

Example: A 45-year old invests \$39.96 per month @ 5% to age 80

This monthly investment is equal to premiums for a 45-year old with a plan design of **\$3,000** Monthly Benefit, **\$108,000** Total Coverage and the **None** Benefit Increase Option. Additional options are available at different costs.



You may not be able to save enough to pay for the care you need.

More Myths & Realities

“I can rely on my family & friends.”

Caregiving is difficult
and requires significant physical
and emotional commitment

“Long term care insurance is
too expensive.”

You can customize a plan
to fit your needs
and your budget

Long Term Care Insurance May Be More Affordable Than You Think

Premiums vary by age

Coverage for a 45-year old under this program can be as low as **\$40.00** per month

Purchase Age	Cost Per Month
Age 50	\$49.97
Age 55	\$67.43
Age 60	\$99.11
Age 65	\$159.39

This displays example premiums for an plan design of **\$3,000** Monthly Benefit, **\$108,000** Total Coverage and the **None** Benefit Increase Option at a variety of ages. Actual premiums depend on the age, plan design, rates and options selected.

How Do You Qualify For Benefits?



If you need help with at least **2 of the 6** Activities of Daily Living (ADLs), and help is expected to last at least 90 days.

A severe cognitive impairment that requires substantial supervision also makes you eligible to qualify.

Need For Care May Arise From:

Injuries caused by accidents

Illnesses like MS

Diseases like Alzheimer's or Parkinson's

Strokes or other chronic conditions

LTCl can help reimburse the cost of LTC services that help people perform everyday activities

How Does Long Term Care Insurance Work?



A “Pool of Money”

LTCL provides a pool of money (Total Coverage Maximum) that can reimburse long term care services when and where needed

- **Home & Community Care**
 - Nurses & Therapists
 - Home Modifications
 - Adult Day Care
 - Incidental Home Maker & Chore Care
- **Assisted Living Facility Care**

Allows you to live independently with on-site support for daily basics
- **Nursing Facility Care**

Provides more skilled care, supervision, medication, therapies and rehabilitation



The **Three Key** Decisions

Basic Choices to Customize Your Plan

The examples that follow reflect plan design options and premiums available to your group. Your actual premiums will depend on your age and the plan design you choose. Examples assume no premium increases occur.

All cost of care information shown is based on Genworth's 2015 Cost of Care Survey, conducted by CareScout® 3/2015.

Three Key Decisions



Monthly Benefit Amount

- \$1,500
- \$3,000
- \$4,500
- \$6,000

Select a **Monthly Benefit Amount**

Total Coverage Maximum



- | | | | |
|-----------------------|-----------------------|-----------------------|-----------------------|
| <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| \$36,000 | \$72,000 | \$108,000 | \$144,000 |
| <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| \$54,000 | \$108,000 | \$162,000 | \$216,000 |
| <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| \$72,000 | \$144,000 | \$216,000 | \$288,000 |

Select a **Total Coverage Maximum**



Benefit Increase Option

- None
- Automatic 3% Increase for Life - Compound
- Automatic 5% Increase for Life - Compound

Select a **Benefit Increase Option**

Three Key Decisions



Monthly Benefit Amount

\$1,500
 \$3,000
 \$4,500
 \$6,000

Total Coverage Maximum



<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
\$36,000	\$72,000	\$108,000	\$144,000
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
\$54,000	\$108,000	\$162,000	\$216,000
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
\$72,000	\$144,000	\$216,000	\$288,000



Benefit Increase Option

- None
- Automatic 3% Increase for Life - Compound
- Automatic 5% Increase for Life - Compound

Cover the **Monthly cost of care** in your area

- 100% for nursing home & assisted living
- 100% for home & community care

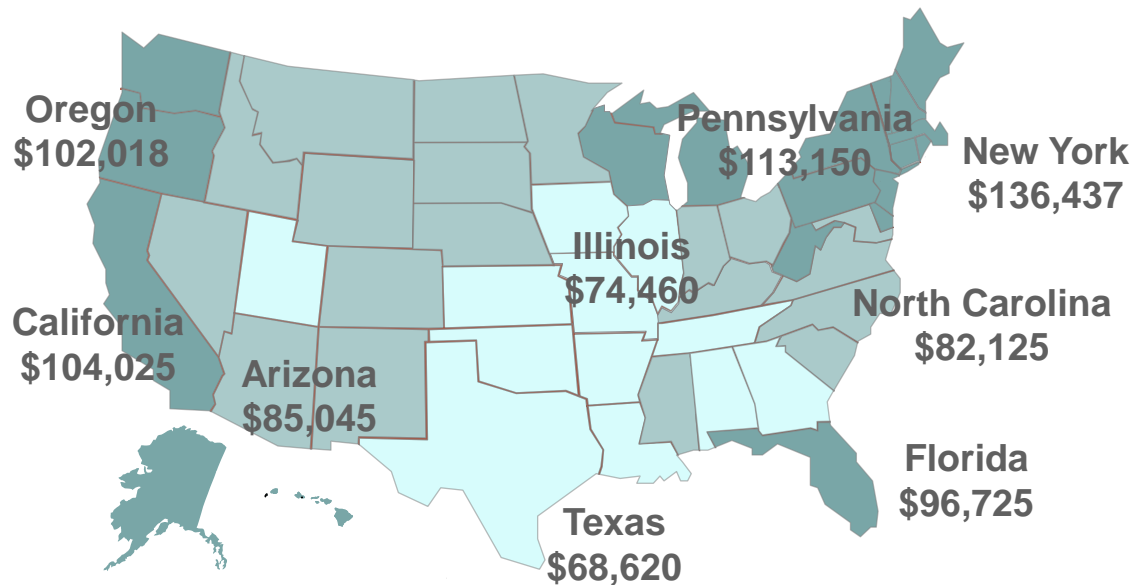



Step 1: Choose a Monthly Benefit


Select a Monthly Benefit to cover the Monthly cost of care in your area


Annual Cost of Care

Private Nursing Home Median Annual Rate




Low
(up to \$5,500/mo)


Average
(\$5,500-\$6,700/mo)


High
(over \$6,700)

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www.genworth.com/grouppltc Group ID: [gettysburg](#) Code: [grouppltc](#)

Three Key Decisions



Monthly Benefit Amount

\$1,500
 \$3,000
 \$4,500
 \$6,000

Total Coverage Maximum

<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
\$36,000	\$72,000	\$108,000	\$144,000
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
\$54,000	\$108,000	\$162,000	\$216,000
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
\$72,000	\$144,000	\$216,000	\$288,000



Cover the Monthly cost of care in your area

- 100% for nursing home & assisted living
- 100% for home & community care

Have enough coverage to last ~3 years



Benefit Increase Option

- None
- Automatic 3% Increase for Life - Compound
- Automatic 5% Increase for Life - Compound



Step 2: Choose Your Total Coverage

Select a Total Coverage Maximum that will cover ~3 years of care

$$\begin{array}{ccc} \text{Cost for} & & \text{\# Years} \\ \text{1 Year of Care} & \times & \text{Most People} \\ & & \text{Need Care} \\ & & = \\ & & \text{Target} \\ & & \text{Total Coverage} \end{array}$$

Assisted Living Facility

(A private room)

\$42,660

\$127,980

Home Health Care

(44 hours with a licensed home health aide @ \$20.00 per hour)

\$47,911

x3

\$143,733

Nursing Home

(A private room)

\$113,150

\$339,450

Genworth's claims data shows that of all claims lasting longer than one year, most claims end within 3 years.

Three Key Decisions



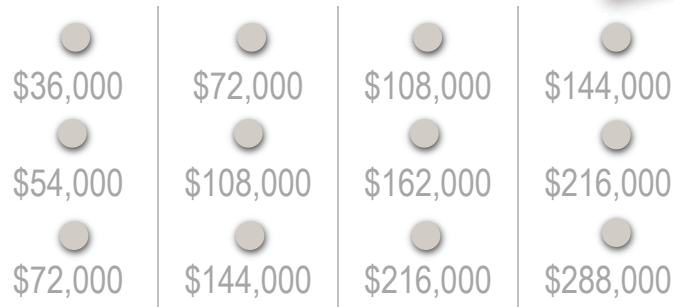
Monthly Benefit Amount



Cover the Monthly cost of care in your area

- 100% for nursing home & assisted living
- 100% for home & community care

Total Coverage Maximum



Have enough coverage to last ~3 years



Benefit Increase Option

- None
- Automatic 3% Increase for Life - Compound
- Automatic 5% Increase for Life - Compound

Keep up with the cost of care in the future

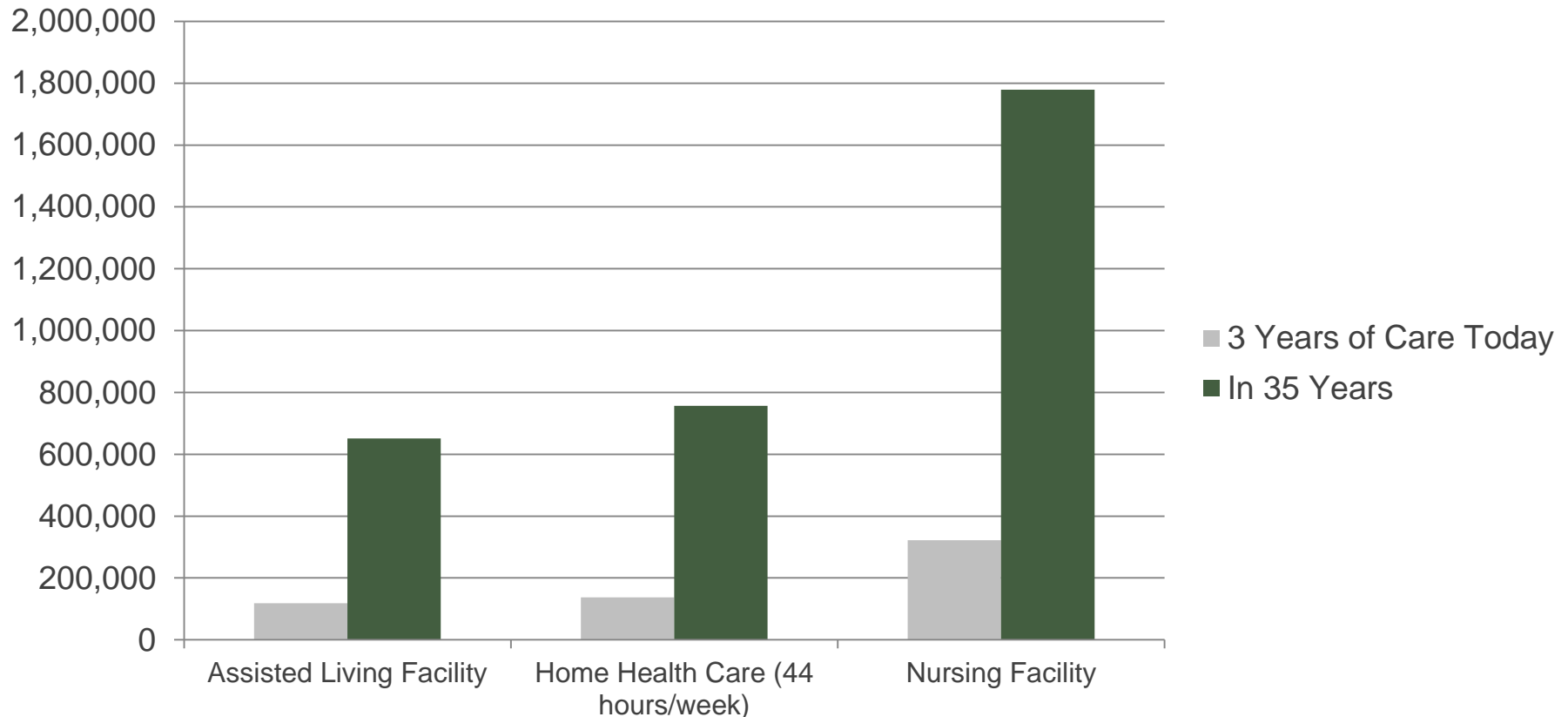


Step 3: Choose A Benefit Increase Option

Select an option to help your coverage keep up with inflation

Projected cost for 3 years of care for a 45-year old

Assumes cost of care increases by 5% until age 80





Step 3: Choose A Benefit Increase Option

Select an option to help your coverage keep up with inflation

- 5% Compound Automatic Increase for Life**
 - Available for an additional premium.
 - Premiums stay level but costs most at issue.
- 3% Compound Automatic Increase for Life**
 - Available for an additional premium.
 - Premiums stay level but costs more than None at issue.
- None**

The lowest cost, but benefits do not increase over time and will not keep up with the costs of long term care.

Three Key Decisions: Rob's Example



Monthly Benefit Amount

<input type="radio"/> \$1,500	<input checked="" type="radio"/> \$3,000	<input type="radio"/> \$4,500	<input type="radio"/> \$6,000
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Total Coverage Maximum

<input type="radio"/> \$36,000	<input checked="" type="radio"/> \$72,000	<input type="radio"/> \$108,000	<input type="radio"/> \$144,000
<input type="radio"/> \$54,000	<input type="radio"/> \$108,000	<input type="radio"/> \$162,000	<input type="radio"/> \$216,000
<input type="radio"/> \$72,000	<input type="radio"/> \$144,000	<input type="radio"/> \$216,000	<input type="radio"/> \$288,000



Benefit Increase Option



- None
- Automatic 3% Increase for Life - Compound
- Automatic 5% Increase for Life - Compound



✓ Rob's Plan Design

This might be for you if...

- You want an affordable option to receive some coverage instead of none
- You're concerned about funding future needs such as a college education or retirement

Monthly Premium for a 45- year old
\$35.62

Three Key Decisions: Ellen's Example



Monthly Benefit Amount

<input type="radio"/> \$1,500	<input checked="" type="radio"/> \$3,000	<input type="radio"/> \$4,500	<input type="radio"/> \$6,000
-------------------------------	------------------------------------------	-------------------------------	-------------------------------

Total Coverage Maximum



<input type="radio"/> \$36,000	<input type="radio"/> \$72,000	<input type="radio"/> \$108,000	<input type="radio"/> \$144,000
<input type="radio"/> \$54,000	<input checked="" type="radio"/> \$108,000	<input type="radio"/> \$162,000	<input type="radio"/> \$216,000
<input type="radio"/> \$72,000	<input type="radio"/> \$144,000	<input type="radio"/> \$216,000	<input type="radio"/> \$288,000



Benefit Increase Option

- None
- Automatic 3% Increase for Life - Compound
- Automatic 5% Increase for Life - Compound



✓ Ellen's Plan Design

This might be for you if...

- You want to cover typical LTC needs
- You want a good balance between coverage level and affordability

Monthly Premium for a 45-year old

\$95.66

Three Key Decisions: Tyson's Example



Monthly Benefit Amount

<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
\$1,500	\$3,000	\$4,500	\$6,000

Total Coverage Maximum



<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
\$36,000	\$72,000	\$108,000	\$144,000
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
\$54,000	\$108,000	\$162,000	\$216,000
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
\$72,000	\$144,000	\$216,000	\$288,000



Benefit Increase Option

- None
- Automatic 3% Increase for Life - Compound
- Automatic 5% Increase for Life - Compound



✓ Tyson's Plan Design

This might be for you if...

- You want extensive coverage to cover most LTC scenarios you could reasonably encounter
- You believe your family history might increase your chances of experiencing an LTC need

Monthly Premium for a 45-year old
\$366.67

Additional Benefits Included in Your Plan

Waiver of Premium

Waives premiums if you are receiving care in a nursing facility or at home. It also waives premiums while bed reservation & hospice benefits are being paid.

Bed Reservation

Reimburses charges to reserve your accommodations in a nursing or assisted living facility while you are away for any reason.

Hospice Care

Reimburses charges up to the applicable Monthly Benefit.

International Coverage

Reimburses covered care and services received outside the United States

Additional Benefits Included in Your Plan

That May Help You Stay At Home

Respite Care

Reimburses charges up to the applicable Monthly Benefit to give an unpaid caregiver short term relief.

Home Assistance

Reimburses up to 3 times the Monthly Benefit Amount for home modifications, support equipment and caregiver training.

Informal Care

Reimburses cost of services provided by a friend or family member

Additional Benefits You May Select

Nonforfeiture Benefit

- Provides reduced coverage in event of lapse for any reason
- Requires coverage in force for at least three years

Who is Eligible to Apply?

To be eligible, the applicant must maintain a permanent U.S. residence, and have a valid Social Security Number or Tax Identification Number from the U.S. government.

- Actively at work, full-time employees
- Retirees and retirees' spouses under age 76
- Employee's spouse/partner under age 76
- Employee's Parents and Parents-in-law under age 76
- Employee's Grandparents and Grandparents-in-law under age 76
- Employee's or spouse's Adult Children & their spouses and Siblings and their spouses under age 76

There is no age limit for employees.

Enrollment Underwriting

Applicant	Application
<p>Eligible Full-time Employees and New Hires up to and including age 65 during initial enrollment/new hire period</p>	<p>Modified Guarantee Issue Comprehensive (MGIC)</p> <ul style="list-style-type: none"> • 2 question form • Height / weight parameters • Pre-Existing Conditions Limitation applies*
<p>Eligible Full-time Employees and New Hires over age 65 during initial enrollment/new hire period</p> <p>Spouses/Domestic Partners of Eligible Employees ages 18 -75 during initial enrollment/new hire period</p> <p>All Other Applicants – ages 18-75</p>	<p>Long Form</p> <ul style="list-style-type: none"> • Medical records are requested • Full medical underwriting, which may include: <ul style="list-style-type: none"> - Paramedical exam - Functional/Cognitive Assessment - Phone Health Interview

***Pre-Existing Conditions Limitation: We will not pay for Covered Expenses incurred for any care or confinement that is a result of a Pre-Existing Condition when the care or Confinement begins within twelve months following the initial Certificate Effective Date. A pre-existing condition means a condition (illness, disease, injury or symptom) for which medical advice or treatment was recommended by, or received from, a Health Care Professional within 90 days prior to the initial Certificate Effective Date.**

Why Act Now?

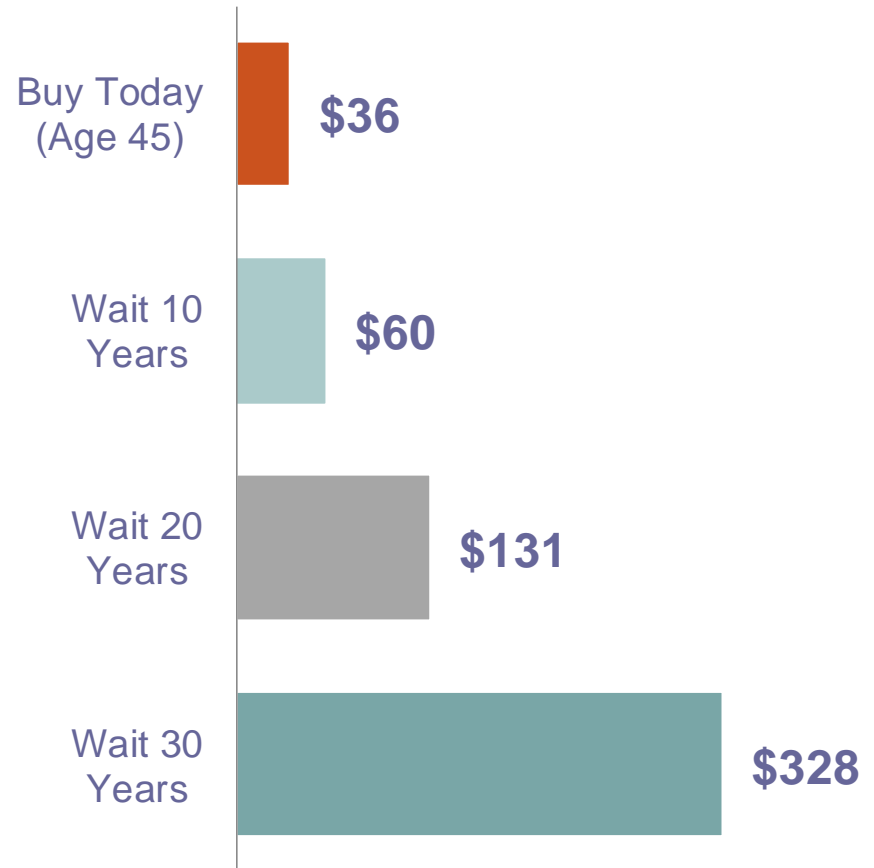
If you postpone the decision to buy...

- Underwriting requirements may change.
- You may not qualify due to future health issues.
- Your premiums will be established at your older age & higher rate.

EXAMPLE BASED ON

\$3,000 Monthly Benefit
\$72,000 Total Coverage
None Benefit Increase

This example is case specific and presents one of the plan designs available. Additional options are available at different costs.



Key Advantages of This Program

- [Spouses and other family members 18-75](#) can also apply with these customized group rates
- [A 30-day free look](#) is available
- [Care coordination and other additional benefits are included](#) at no additional cost
- [Coverage is portable](#) - you can take it with you if you leave your job or retire
- [Your employer](#) has pre-screened and supports this Program
- [Flexible choices](#) to match your needs and your budget
- [Easy enrollment](#) by web or paper

Available Billing Options

- [Direct bill](#) on quarterly or semi-annual basis or monthly electronic funds transfer

About Genworth Life

Industry Leading Experience*

40+ Years of Claims Experience
Providing Unparalleled Claims Service
Alzheimer's Association
Annual Cost of Care Survey



Genworth is at their best when you need them most

* LTCI Market at a Glance: 2012, LIMRA International.

Long Term Care Insurance Partnerships

The Pennsylvania Long Term Care Partnership

- Recognizes Partnership Qualified Long Term Care Insurance
- Helps to protect assets for residents who purchase Partnership Qualified LTCI
- Gives dollar-for-dollar asset protection for each dollar of benefits paid under qualified long term care insurance

Partnership Qualified Long Term Care Insurance

- Insurance under this Group Program qualifies where certified
- The appropriate inflation protection option must be selected
 - If you are not yet 61, 5% Compound Automatic Benefit Increases for Life Benefit Increase Option, 3% Compound Automatic Benefit Increases for Life Benefit Increase Option
 - If you are not yet 76, 3% Compound Automatic Benefit Increases for Life Benefit Increase Option
 - If you are older than 75, inflation protection is not required.

State regulations may change.
This information is current as of 01/01/2015

Three Key Decisions

Monthly Benefit Amount



Total Coverage Maximum



Benefit Increase Option



COMPANY LOGO
Your Long Term Care Insurance Program
Underwritten by Genworth Life Insurance Company (Genworth Life)

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Your Quote View learning topics

Step 1: [Get a Quote](#) | Step 2: **Your Plan** | Step 3: [Apply](#)

Plan Options | **Plan Features**

Here is a place to start... Based on the amounts people typically spend on assisted living care in your area, your Monthly Benefit of \$4,500 and Total Coverage of \$162,000 have been pre-selected. Customize your coverage by adjusting the benefit sliders below. [View the Cost of Care map >>](#)

Monthly Benefit

Your Monthly Benefit is the maximum amount you will be reimbursed each month for your care. [more >>](#)
How much does care cost in my area?

\$3,000
\$4,500
\$6,000
\$7,500

Total Coverage

Total Coverage is the total amount of money available to cover long term care expenses for the lifetime of your coverage. [more >>](#)

\$162K
\$270K
\$540K

Benefit Increase Options

Your Monthly Benefit and Total Coverage amounts may be sufficient today, but long term care expenses are likely to continue to increase. Consider selecting a benefit increase option to help ensure your coverage keeps pace with the cost of care. [more >>](#)

Buy More Coverage Over Time
 Automatic 3% Increase for Life - Compound *
 Automatic 5% Increase for Life - Compound *

* Partnership Qualified [more >>](#)

Non-Forfeiture Benefit

If you have purchased this rider, and you stop paying premiums after three years, you'll still be eligible to receive a reduced level of benefits. Coverage automatically includes a contingent nonforfeiture benefit. Details of this benefit are found in the [Potential Rate Disclosure form](#).

Yes

Your Plan

Cost **\$28.15**
Monthly

Plan Options

- \$4,500 Monthly Benefit
- \$162,000 Total Coverage
- Buy More Coverage Over Time

[calculate the cost of waiting >](#)

[calculate self-insuring options >](#)

[compare plans >](#)

[print or email cost summary >](#)

← [Back to Get a quote](#) | [Next step: Plan features](#) →

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www.genworth.com/groupltc Group ID: [gettysburg](#) Code: [groupltc](#)

Next Steps

Take advantage of this limited-time offer of reduced underwriting during the enrollment period / Review your coverage options now:

2/22/2016 – 3/18/2016



Apply Online

www.genworth.com/groupltc

Group Name: **gettysburg**

Code: **groupltc**



Call Customer Service

1 800.416.3624

OR

Talk to your spouse, parents, parents-in-law, and grandparents about this program. They are also eligible to apply up to age 75.

Details You Should Know

- Rates are designed and priced for long term stability-however they could increase
- There is an elimination or waiting period.
- **Care not covered includes:**
 - Care for which no charge is made in the absence of insurance
 - Care outside US except as covered by the international benefit
 - Care by immediate family member except as covered by the informal care benefit
 - Care by Veterans Administration or other government facility
 - Care by a Worker's Compensation or occupational disease act or law
 - Care resulting from war or act of war, suicide or self inflicted injury, participation in a riot or felony, service in the armed forces, alcoholism or drug addiction
 - Care or confinement that is the result of a pre-existing condition when such care or confinement begins within twelve months following your certificate date.
- **Non-Duplication of Benefits.** We will reimburse only for covered expenses that exceed the amounts payable under:
 - Medicare (including amounts reimbursable in the absence of a deductible or coinsurance amount)
 - Any federal or state worker's compensation, employer's liability, or occupational disease law
 - Any other federal, state or government health care or long term care program or law, except Medicaid.
- **Coordination of Benefits:**

This program coordinates its benefits with all other group long term care insurance coverage that you have.

View important details in the Outline of Coverage at www.genworth.com/groupltc

Additional Disclosures

- This insurance program is underwritten by Genworth Life Insurance Company.
- Coverage is provided under group policy 15173 issued to Gettysburg College using policy form 7053-POL/series 7053. Form numbers can vary by state, including a state specific variation. For example, in Pennsylvania, the certificate form number may read 7053CRT-PA.
- Coverage is intended to be tax qualified under IRS code 7702(B).
- State variations may apply. Refer to your outline of coverage for specific definitions, benefits, features, exclusions and limitations.
- This material is part of a solicitation for Group Long Term Care insurance.

Genworth ®