

## ASSET BASED LONG-TERM CARE AND CHRONIC ILLNESS PRODUCTS

Carrier Name	BrightHouse Financial	Lincoln Financial	Lincoln Financial	Nationwide
Product Name	Premier Accumulator UL w/ Chronic and Terminal Care Rider	MoneyGuard II 2017	MoneyGuard Reserve	YourLife CareMatters
Type of Coverage	CI	LTC	LTC	LTC
LTC License Required?	No	Yes	Yes	Yes
Issue Ages	PAUL- 21-85; Chronic and Terminal Illness Rider- 21-65	40-79	MG Reserve Single Pay: 30 - 69 MG Reserve Flex Pay: 30 - 80	Single pay 40-69 5 and 10 pay 40-75
Underwriting Type	Simple for certain parameters; Full for cases that do not meet applicable parameters	Simplified	Simplified	Simplified
Medical Questions	Yes	Yes	Yes	Yes
Phone Interview	Yes	Yes	Yes	Yes
Medical Records	Simplified- only for cause; Full- Yes	No	No	No
Paramed	Simplified- only for cause; Full- Yes	No	No	No
Underwriting Classes	Standard Nonsmoker and Standard Smoker	Smoker status has no bearing. Couples discount available (spouse does not need to apply).	Non-smoker and Smoker	Nontobacco and tobacco. Single or Couples discount (spouse does not need to apply).
Benefit Type	Cash Indemnity (no proof of loss required)	Reimbursement	Reimbursement	Cash Indemnity (no proof of loss required)
Premium Options	PAUL is designed for a single premium payment but allows for flexible premiums. Also accepts 1035 exchanges.	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, 5-pay and 10-pay.
Benefit Amount	Maximum annual of 20% of death benefit annually, NOT capped at IRS per diem limit. Maximum lifetime benefit that is the lesser of 75% of death benefit and \$2MM.	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 \$60k and a maximum death benefit \$750k
Benefit Amount Calculation	Elected by client at time of claim subject to limits outlined above.	As illustrated	As illustrated	As illustrated
Benefit Duration	Death benefit dependent. Lifetime benefits are capped at the lesser of 75% of the face amount or \$2MM.	2-7 years	2-7 years	2-7 years
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.
Benefit Uses	No restrictions	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	90 days for facility; 0 days for home health	90 Days
Inflation Options Available	None, although the benefit pool may grow as the death benefit increases.	3% Compound 5% Compound	3% Simple 5% Compound	3% Simple 5% Compound
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.	100%- single premium policies only.	85% year 1, 88% year 2, 91% year 3, 94% year 4, 97% year 5 and 100% years 6+
Residual Death Benefit	25% of the initial death benefit	5% of Initial Specified Amount or \$10,000, whichever is less.	None	20% of the initial specified amount at issue
Premiums when on Claim; Waived or Continued?	Continued	Continued	Continued	Waived
Policy Charges when on Claim; Waived or Continue?	Continued	Continued	Continued	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	PAUL- available everywhere. Critical and Terminal Care Rider- not available in CA, FL or NY	NY	Available only in NY	CA, MT
Additional Details	While the Chronic and Terminal Care Rider 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. Expedited underwriting available via BrightHouse Simple Underwriting and is subject to its terms and limitations.			

## ASSET BASED LONG-TERM CARE AND CHRONIC ILLNESS PRODUCTS

Carrier Name	New York Life	New York Life	New York Life	OneAmerica
Product Name	Asset Preserver (AD 113)	Asset Preserver (AD 114)	Asset Flex	Asset Care 1
Type of Coverage	LTC	LTC	LTC	LTC
LTC License Required?	Yes	Yes	Yes	Yes
Issue Ages	113: 40 - 80	30 - 80	Single pay 30-75; 5-pay 30-65; 10-pay 30-60	Single: 35-80 Joint: 35-80 maximum 25 years age difference between unrated joint insured.
Underwriting Type	Full	Full	Simplified	Simplified or Full
Medical Questions	Yes	Yes	Yes	Yes
Phone Interview	Dependent on face amount	Dependent on face amount	Yes	Yes
Medical Records	Yes	Yes	Age 65+ or premiums above \$150K, or if deemed necessary	Only with full underwriting
Paramed	Dependent on face amount	Dependent on face amount	No	Depends on health of applicant(s) and net amount at risk
Underwriting Classes	Preferred, Non-Smoker, Select Standard, Standard, Non-Smoker/Standard classes 2-8	Preferred, Non-Smoker, Select Standard, Standard, Non-Smoker/Standard classes 2-8	Elite Non-Tobacco, Elite Tobacco, Preferred Non-Tobacco, Preferred Tobacco. Couples Discount available (spouse does not need to apply)	Preferred (Non-Smoker), Standard (Smoker); single or joint-life
Benefit Type	Reimbursement	Reimbursement	Reimbursement	Reimbursement
Premium Options	Single Premium	Single Premium	Single Premium, 5-pay or 10-pay	Single Premium
Benefit Amount	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.	Maximum death benefit of \$500K for 2-year benefit (\$1.5MM max LTC). Maximum death benefit of \$750K for 3-year benefit (\$1.75MM max LTC)	Minimum death benefit \$10K. Maximum death benefit \$1.5MM.
Benefit Amount Calculation	As illustrated	As illustrated	As illustrated	As illustrated
Benefit Duration	24 months, 36 months, 42 months, 48 months, or 66 months.	24 months, 36 months, 42 months, 48 months, or 66 months.	24 months, 36 months, 48 months, 60 months, 72 months or 84 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.
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
Elimination Period	90 Days	90 Days	90 Days	30 Days home health care 60 Days for facility care
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.	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. If annual coverage increase offer is refused once at year 2 or after, offers stop.	Base Policy: 5% simple or 5% compound; COB Rider: 2% compound, 3% compound, 4% compound or 5% compound
Return of Premium	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.	100% all years	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 the death benefit at the time of LTC claim	10% of the death benefit at the time of LTC claim	10% of the initial face amount	None
Premiums when on Claim; Waived or Continued?	N/A (Single Premium only)	N/A (Single Premium only)	Acceleration Charges are waived when on claim, but EOB and Base premiums continue.	N/A (Single Premium only).
Policy Charges when on Claim; Waived or Continue?	Waived	Waived	Waived	
Source of Funds	Non-Qualified Funds	Non-Qualified Funds	Non-Qualified Funds	Non-qualified. Cash or cash equivalents.
States Not Available	Only available in CA, DE, FL, HI, IN, MT, NJ, NY	CA, DE, FL, HI, IN, MT, NJ, NY	CA, FL, NY	NY
Additional Details	Career distribution only. 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.	Career distribution only. 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.	AVAILABLE 5/1/2018. Brokerage-only distribution. "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 PRODUCTS

Carrier Name	OneAmerica	OneAmerica	OneAmerica	OneAmerica
Product Name	Asset Care 2	Asset Care 3	Asset Care 4	Annuity Care
Type of Coverage	LTC	LTC	LTC	LTC
LTC License Required?	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
Underwriting Type	Simplified or Full	Simplified or Full	Simplified or Full	Simplified
Medical Questions	Yes	Yes	Yes	Yes
Phone Interview	Yes	Yes	Yes	Phone Interview: only for COB rider (cognitive)
Medical Records	Only with full underwriting	Only with full underwriting	Only with full underwriting	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
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	Preferred (Non-Smoker), Standard (Smoker); single or joint-life
Benefit Type	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
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.
Benefit Amount Calculation	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.
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.
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
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
Inflation Options Available	Base Policy: 5% simple or 5% compound; COB Rider: 2% compound, 3% compound, 4% compound or 5% compound	Base Policy: 5% simple or 5% compound; COB Rider: 2% compound, 3% compound, 4% compound or 5% compound	Base Policy: 5% simple or 5% compound; COB Rider: 2% compound, 3% compound, 4% compound or 5% compound	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
Residual Death Benefit	None	None	None	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
Policy Charges when on Claim; Waived or Continue?	No	No	No	N/A
Source of Funds	Non-qualified Annuity.	Qualified Assets	Non-Qualified.	Qualified and nonqualified funds
States Not Available	NY	NY	NY	CT, NH, NM, VT, 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.

## ASSET BASED LONG-TERM CARE AND CHRONIC ILLNESS PRODUCTS

Carrier Name	OneAmerica		Pacific Life	Securian Financial
Product Name	Annuity Care II / III		Premier Care Choice	SecureCare
Type of Coverage	LTC		LTC	LTC
LTC License Required?	Yes		Yes	Yes
Issue Ages	Issue Ages 40 - 80		Issue Ages 30-75 (lower max issue ages with longer premium paying scenarios)	40-75
Underwriting Type	Simplified		Simplified	Simplified
Medical Questions	Yes		Yes	Yes
Phone Interview	Yes		Yes	Yes
Medical Records	No		No	Only for Cause
Paramed	No		No	No
Underwriting Classes	Preferred (Non-Smoker), Standard (Smoker); single or joint-life		Smoker, Non-Smoker. Single or Couples discount (spouse does not need to apply).	Nontobacco and tobacco. Single or Couples discount (spouse does not need to apply).
Benefit Type	Reimbursement		Reimbursement or Traditional Indemnity	Traditional Indemnity (must show proof of loss of \$1)
Premium Options	Single Premium		Single Premium, 5-pay, 10-pay, 15-pay, or 20-pay	Single Premium
Benefit Amount	Minimum premium \$10K. Maximum premium \$300K w/o exception.		Minimum death benefit \$60K. Maximum death benefit of \$600K.	Minimum death benefit \$50K. Maximum death benefit \$500K for 2-year initial LTC period and \$750K for 3-year initial LTC period.
Benefit Amount Calculation	As illustrated		Reimbursement: as illustrated. Indemnity: discounting method is applied	As illustrated
Benefit Duration	Base annuity: 24 months (single)/30 months (joint). COB: 36, 72, or 108 months.		5-8 years	2-7 years
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.
Benefit Uses	Qualified, documentable long-term care expenses		Reimbursement: qualified, documentable long-term care expenses. Indemnity: none.	No restrictions
Elimination Period	90 days		Reimbursement: 0 day for home health care and 90-days for facility services. Indemnity: 90-days for all services.	90 days; waived for home modifications or training to an informal caregiver.
Inflation Options Available	5% available on COB rider only.		3% Simple 5% Simple 5% Compound	3% Simple; 3% Compound; 5% Simple; 5% Compound
Return of Premium	No		Choice of 100% or vested	Vested: 80% increasing 4% each year up to 100% at Year 6.
Residual Death Benefit	No		Lesser of 5% of face amount or \$5,000	10% of death benefit or \$10,000, whichever is less.
Premiums when on Claim; Waived or Continued?	N/A (single premium-only). Automatic on rider		No	N/A (single premium-only).
Policy Charges when on Claim; Waived or Continue?	N/A		No	Continued
Source of Funds	Nonqualified funds.		Non-Qualified	Non-Qualified Funds
States Not Available	CT, NJ, NY		NY, plus states that have not yet approved PremierCare Choice (see list below). Those states currently have PremierCare Advantage until Choice is approved.	CA, IN, NY, FL
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.		PremierCare Advantage is phasing out as PremierCare Choice is approved. Advantage is only available in AZ, CA, CT, DE, DC, FL, HI, IN, MT, NJ, ND, and SD. APS required for applicants ages 50 and older.Q27	