

Efficient Funding of Long-Term Care

Sales idea: Annuity Care® II

The client

Male age 65; has \$150,000 from a CD, inheritance or other assets already reserved to use in an emergency situation; looking to leverage those assets; may have some health concerns.

The situation

Client is concerned about efficiently funding an extended health care or Long-Term Care (LTC) event. Has already identified assets to use but wants preservation of their capital, a reasonable rate of return and access and control over their money if they need it.

Prefers a solution packaged as one product, a simpler straight forward approach with fewer moving parts, not interested in paying continuous premiums. Wants ability to add a spouse or other insured.

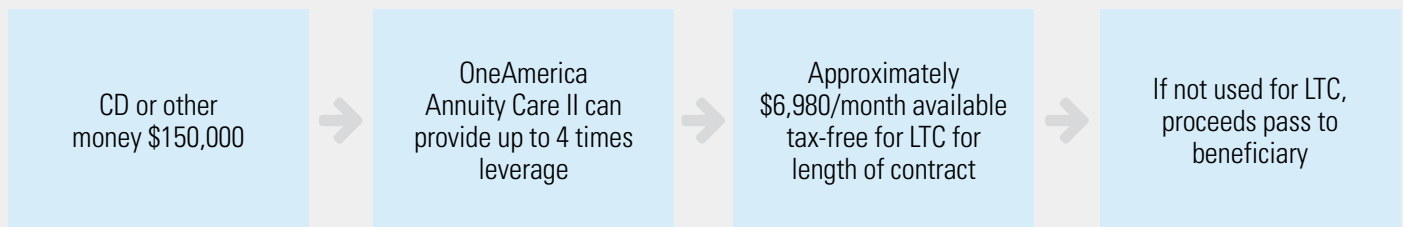
A solution

To address the specific concerns of the client, Annuity Care II, which can give them up to 4 times leverage on their money for LTC expenses, may be a possible solution.

This solution offers the client on \$150,000:

- The ability to access proceeds tax-free for extended care or LTC events
- Can make a joint policy (slightly less leverage) covering both insureds at the same amount
- Client can choose level of coverage based on how much capital they want to use
- A good option due to health limiting other health-based options
- Retain access and control over the assets
- No medical underwriting, just a cognitive phone interview and application

Summary of recommendation



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