

# MutualCare<sup>®</sup> Solutions

## Long-Term Care Insurance



# P O R T F O L I O O V E R V I E W



# MutualCare® Solutions

## It's a new approach to long-term care insurance

The long-term care marketplace is changing...and we're changing right along with it. We developed the MutualCare® Solutions portfolio to allow consumers to protect a portion of their retirement assets while maintaining the viability and sustainability of the product line for years to come.

The MutualCare® Solutions portfolio contains two product packages underwritten by Mutual of Omaha Insurance Company – a name people know and trust.



### MutualCare® Secure Solution

Traditional policy that gives people the security of knowing they have some measure of asset protection.

**A good fit for:**

- Customers who are looking for easy-to-understand benefit choices
- Agents who like a product with a simple design and traditional benefits

### MutualCare® Custom Solution

Provides flexibility to manage LTC expenses and control how the dollars in the “account” are spent.

**A good fit for:**

- Customers who want to customize a policy
- Agents who are looking for a product with a strong premium solve capability

## Two packages with some of the same great features

Both packages in the MutualCare® Solutions portfolio provide coverage for home health care, assisted living and nursing home care. They also contain many of the same features and benefits, including:

- **Cash benefit with no elimination period** – Provides cash to pay for any cost associated with long-term care expenses
- **The ability to switch between cash and reimbursement benefits** – Offers the flexibility and freedom to control care options from the first day of qualified need
- **Monthly benefit amount** – Allows greater flexibility to maximize policy benefits
- **Calendar-day elimination period** – Provides reimbursement benefits sooner
- **Stay-at-home features** – Offers multiple benefits to help keep people at home for as long as possible
- **Partner\*-friendly benefits** – Includes benefits for partners\* who purchase identical coverage
- **No cap on premium allowances** – Provides maximum savings by giving people all allowances they are eligible to receive

## So, what's the difference?

We designed the MutualCare® Solutions portfolio to give your clients options for supplementing their out-of-pocket costs with benefits from a long-term care insurance policy. Rates for both packages are built on the same pricing structure. However, package selections and benefit choices like elimination period, benefit amount, inflation protection and other optional features impact the final premium.

MutualCare® Secure Solution	MutualCare® Custom Solution
Policy limit based on benefit multiplier	Policy limit based on pool of dollars
30 percent cash benefit built in	40 percent cash benefit built in
Basic optional features	Enhanced optional features <ul style="list-style-type: none"> <li>• More inflation protection options</li> <li>• More partner* benefits</li> <li>• More return of premium options</li> </ul>

# MutualCare® Portfolio Overview

	MutualCare® Secure Solution	MutualCare® Custom Solution
<b>Issue Ages</b>	30-79	
<b>Tax Status</b>	Tax Qualified Only	
<b>Partnership Qualified</b> (based on state approval, age of the applicant and inflation option selected)	Yes	
<b>Built-In Benefits</b>		
<b>Policy Limit</b>	Benefit multiplier determines policy limit (benefit multiplier x maximum monthly benefit = policy limit)  Options include 24, 36, 48 or 60 months	Pool of dollars determines policy limit  Options include \$50,000 to \$500,000 in \$500 increments
<b>Maximum Monthly Benefit</b>	\$1,500 to \$10,000 per month in \$1 increments	\$1,500 to \$10,000 per month in \$50 increments (subject to monthly benefit and policy limit combinations)
<b>Elimination Period</b>	90, 180 or 365 calendar days	0, 30, 60, 90, 180 or 365 calendar days
<b>Cash Benefit</b>	30% of home health care benefit up to initial maximum of \$2,400 per month	40% of home health care benefit up to initial maximum of \$2,400 per month
<b>Nursing Home Benefit</b>	100%	
<b>Assisted Living Facility Benefit</b>	50%, 75% or 100% of maximum monthly benefit	
<b>Home Health Care Benefit</b>	50%, 75% or 100% of maximum monthly benefit	
<b>Adult Day Care Benefit</b>	Up to 100% of the monthly home health care benefit	
<b>Stay-at-Home Benefits</b> <ul style="list-style-type: none"> <li>• Caregiver Training</li> <li>• Durable Medical Equipment</li> <li>• Home Modification</li> <li>• Medical Alert System</li> </ul>	Up to two times the maximum monthly benefit	
<b>Bed Reservation Benefit for Nursing Home &amp; Assisted Living Facility</b>	30 days per calendar year	

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<b>Respite Care Benefit</b>	1 month per calendar year	
<b>Hospice Care Benefit</b>	Pays maximum monthly benefit; no elimination period applies	
<b>International Benefit</b>	Maximum monthly benefit for up to 12 months	
<b>Waiver of Premium</b> <ul style="list-style-type: none"> <li>• Nursing Home</li> <li>• Assisted Living Facility</li> <li>• Home Health Care</li> </ul>	Included; subject to eligibility requirements	
<b>Alternate Care Benefit</b>	Available when care coordination is used	
<b>Optional Partner* Benefits</b>		
<b>Shared Care</b>	Available	
<b>Security Benefit</b>	Available	
<b>Joint Waiver of Premium</b>	Not Offered	Available
<b>Survivorship Benefit</b>	Not Offered	Available
<b>Other Optional Benefits</b>		
<b>Waiver of Elimination Period for Home Health Care</b>	Available	
<b>Nonforfeiture</b> – Shortened Benefit Period (removes Contingent Nonforfeiture built into policy)	Available	
<b>Return of Premium at Death</b> (less claims paid) – Three Times Initial Maximum Monthly Benefit	Available	
<b>Return of Premium at Death</b> (less claims paid)	Not Offered	Available
<b>Return of Premium at Death</b> (less claims paid) – If Death Occurs Before Age 65	Not Offered	Available
<b>Professional Home Health Care</b>	Not Offered	Available

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<b>Inflation Protection</b>		
<b>Inflation Protection Options</b>	Lifetime: 3%, 4% or 5% compound	Inflation Percentage: 1% to 5% compound in .25% increments
	20-Year: 3% or 5% compound	Inflation Duration: Lifetime, 20, 15 or 10 years
<b>Inflation Protection Buy-Up Option</b>	Not Offered	Available
<b>Premium Allowances</b>		
<b>Partner*</b> • Both Issued • One Issued	30% 15%	
<b>Preferred</b>	15%	
<b>Association/Sponsored Group</b>	5%	
<b>Producer</b>	5%	
<b>Common Employer</b>	5%	
<b>Premium Payment</b>		
<b>Lifetime</b>	Default	

\* Partner is defined as spouses who are legally married, domestic or civil union partners, or adults in a serious, committed personal relationship intended to be lifelong who have shared a common residence for the most recent three years, are not married to or a domestic or civil partner of anyone else, and are not related in any way that would bar marriage.

## Here's what it means for you

Not only do you have the ability to select the right policy to meet a client's needs and fit the premium into what might be an already tight budget, you also have a competitive advantage with Mutual of Omaha.

- **We have a long history of serving policyholders** – We've been paying claims to our policyholders since 1909, which means your clients can count on us to be here when they need us
- **We're a mutual company** – In fact, we're the oldest mutual company in the LTCi marketplace. As a mutual company, we're not focused on short-term, quarterly results that often characterize publicly-traded companies. Instead, every business decision is made with the long-term needs of our policyholders in mind
- **We're a household name** – People who already know and trust the company you represent will feel comfortable with your recommendation and confident in their decision to buy from you
- **We're strong, stable and secure** – Year after year, we earn high marks from the leading industry rating organizations for our overall financial strength and ability to meet ongoing obligations to our policyholders
- **We're committed to LTCi** – We're not going anywhere. After more than a quarter century of LTCi sales, we remain committed to helping people plan for their LTC needs

## Want to learn more?

- Contact our Sales Support team at [sales.support@mutualofomaha.com](mailto:sales.support@mutualofomaha.com)
- Visit our website at [www.yourchoiceforLTC.com](http://www.yourchoiceforLTC.com)
- Log on to Sales Professional Access





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