

# Summary of LTC Products

- Traditional LTC
  - Only covers benefits for a Long Term Care Event
  - More Bells and Whistles such as Shared Care Rider, Inflation options, Partnership Qualified Plans
  - If benefits are never used for LTC, there is not a death benefit
  - Rates are not locked in- Insurance Carriers can raise the premium on a block of business
- Life Insurance with Long Term Care Riders
  - Covers 2 protection needs, Life and LTC, with one product
  - A Permanent Life Insurance product is used
  - If the full Death Benefit is paid out for LTC, no death benefit is available
- Asset Protection (Hybrid)
  - Single Pay or Flexible Payment Options
  - Death Benefit, Long Term Care, or Money Back
  - Rates are Guaranteed