

Long-Term Care Rider  
Available on Income Advantage<sup>SM</sup> IUL and  
Life Protection Advantage<sup>SM</sup> IUL policies

# Life Just Got Better

Help your clients get more out of  
their life insurance protection.



It's natural to want more out of life.  
And whether it's adding a new twist to  
a favorite family recipe or remodeling a  
house, enhancements big and small just  
make life better.

That goes for life insurance, too. Riders, like our new  
Long-Term Care Rider on Income Advantage<sup>SM</sup> IUL  
and Life Protection Advantage<sup>SM</sup> IUL, can help your clients  
get more out of their life insurance protection.

## Introducing the New LTC Rider

- Available July 1, 2018
- Can be added to Income Advantage and Life Protection Advantage
- Clients ages 30-79, up to Table 4

### Rider Highlights:

- Provides accelerated death benefits that reimburse for Nursing Home, Assisted Living, Home Health Care and Adult Day Care
- 1%, 2% or 4% maximum monthly benefits
- Maximum total benefits up to 100% of the initial specified death benefit (capped at \$2 million for the 1% and 2% option and \$1.25 million for the 4% option)
- One-time, 90 calendar-day elimination period
- Once the policy is issued, LTC Rider cost of insurance rates are guaranteed not to increase over the life of the policy
- If the client doesn't qualify for the LTC Rider coverage, the policy will be automatically issued with the Chronic Illness Rider

## Why Mutual of Omaha?

Since 1987, traditional long-term care insurance has been – and still remains – a core product for Mutual of Omaha. We are the only company who continues to offer a full suite of long-term care planning solutions including traditional Long-Term Care Insurance, Life Insurance with a Long-Term Care Rider and Life Insurance with a Chronic Illness Rider.



**Mutual of Omaha**

Underwritten by  
United of Omaha Life Insurance Company  
A Mutual of Omaha Company

## Application and Underwriting:

- Application packets have been updated – request the LTC version of the app kit when placing an order
- State-specific Shopper's Guides must be ordered separately
- LTC Rider will go through separate underwriting and have a separate rate class; although, we will typically use the same underwriter as the life policy
- Refer to the LTC Rider Information & Underwriting Guide for details, form number 345501

## Marketing Support Materials:

- The Income Advantage and Life Protection Advantage client brochures have been updated to include basic information about the LTC Rider
- We have also created a stand-alone LTC Rider brochure for use with each LTC Rider sale. It provides your client with detailed information on the features and benefits of the rider, form numbers ICC18340617 and 339358
- Order through your normal supply channels

## Illustration Software Updates:

- Rider will be available for quoting on WinFlex and WinFlex Web on July 1

## Licensing Requirements:

- You must be both life and health licensed in the state where the client is physically located at the time of sale. You must also meet your state's continuing education and training requirements
- Go to [MutualofOmaha.com/LTC-Rider](http://MutualofOmaha.com/LTC-Rider) for more information on what is required to sell in your state

## The Need for Long-Term Care Planning

- Almost 70% of people over age 65 will require chronic care later in life – for an average of three years. And 20% of those individuals will need that care for longer than five years\*
- Long-term care services can be expensive. In fact, based on national average costs, people can expect to pay more than \$85,000 per year for a semi-private room in a nursing home – and that figure is expected to keep rising\*\*
- Now is the time for your clients to put a long-term care planning strategy in place

Learn more about the new Long-Term Care Rider and how it can help you provide additional planning solutions for your clients at [MutualofOmaha.com/LTC-Rider](http://MutualofOmaha.com/LTC-Rider).



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\*Source: U.S. Department of Health and Human Services, National Clearinghouse for Long-Term Care Information, October 2017.

\*\*Source: Mutual of Omaha's Cost of Care Study, conducted by Long-Term Care Group, 2015, released 2016.