



Collaborative
Insurance Solutions

LTC Planning: Beyond the Numbers

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Table of Contents

- Collaborative Insurance Solutions
- What is Long Term Care
- How Big is the Issue
- Planning for Long Term Care
- When is the Right Time
- Case Studies



What is Long-Term Care?

1

Referred to as custodial care, long-term care, or extended health care

2

Not necessarily nursing home care — most prefer home health care if given the option

3

Requiring assistance with activities of daily living (ADLs) — or a severe cognitive impairment

The goal of long-term care is not to cure an illness, but to give an individual an optimal level of functioning and quality of life.

Long-term care includes a variety of medical, social, personal, supportive and specialized services needed by those who have lost some capacity for self-care because of a chronic illness or disabling condition.



How to Qualify for a Claim

You may qualify for a claim if you need assistance with at least 2 out of 6 of the following Activities of Daily Living (ADLs):

- | | | | |
|---|----------|---|--------------|
| 1 | Bathing | 4 | Transferring |
| 2 | Dressing | 5 | Toileting |
| 3 | Eating | 6 | Continence |

OR you suffer from cognitive impairment requiring substantial supervision to get through your daily routine.

How is Care Provided?

Care can be provided in a variety of ways:

- Adult Daycare
- Home Care
- Home Healthcare
- Assisted Living
- Nursing Homes
- Memory Care
- Hospice

The most common type of care is unlicensed, unpaid care from a spouse or family member.

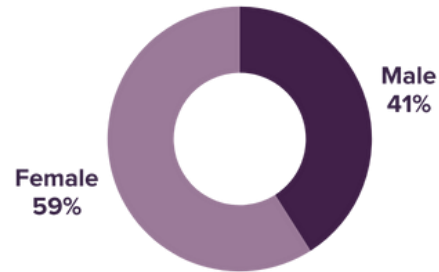




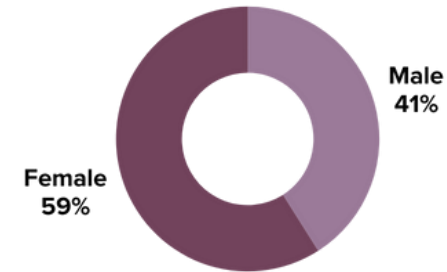
Who is Providing Care?

- 63M unpaid caregivers in the US
- 3 of 4 workers are caregivers
- 25% of family caregivers are millennials
- 870 billion per year in unpaid caregiving
- There are now more people caring for adults in the U.S. than children

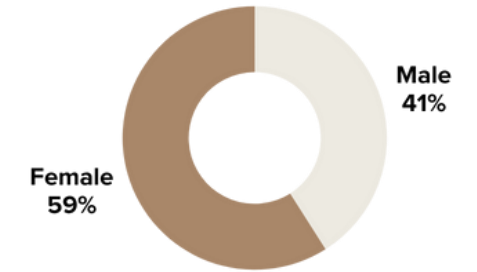
A. Primary Caregiver by Gender



Caregivers of children

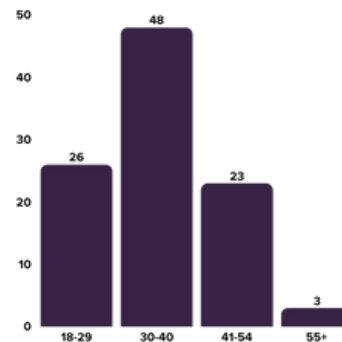


Caregivers of adults

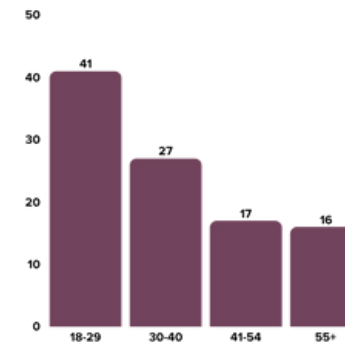


Caregivers of both

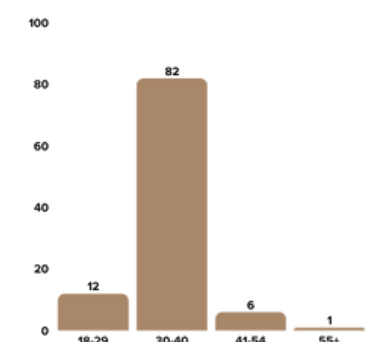
B. Primary Caregiver by Age



Caregivers of children



Caregivers of adults



Caregivers of both

Source: Hidden Worker - Worker Survey, "Accenture and Harvard Business School's Project on Managing the Future of Work, May-June 2020. Percentages may not sum to 100% due to rounding



How Big is the Issue?

70%

An American turning 65 today has a 70% chance of requiring LTC services throughout the remainder of their lifetime.

20%

And of those needing care, 20% will need it for longer than 5 years.

56%

of Americans turning 65 will develop a disability serious enough to require LTC services.

75%

Nursing home residents is expected to increase by 75%, reaching 2.3 million by 2030.

42%

of Baby Boomers and Gen Xers have a financial plan for their own LTC needs

7%

of people aged 50+ own LTC

Source: <https://acl.gov/ltc/basic-needs/how-much-care-will-you-need>. Last modified: 02/18/2020



Cost of Care

Monthly Median Costs: Omaha Area, NE (2023 vs. 2053)

In-home care ^①	2024
Homemaker services ¹	\$6,769
2054* Cost	\$16,430
Home health aide ¹	\$7,245
2054* Cost	\$17,586

Community and assisted living ^①	2024
Adult day health care ²	\$2,492
2054* Cost	\$6,049
Assisted living community ³	\$6,554
2054* Cost	\$15,908

Nursing home care ^①	2024
Semi-private room ²	\$10,311
2054* Cost	\$25,028
Private room ²	\$12,440
2054* Cost	\$30,195

Annual Median Costs: Omaha Area, NE (2023 vs. 2053)

In-home care ^①	2024
Homemaker services ¹	\$81,224
2054* Cost	\$197,152
Home health aide ¹	\$86,944
2054* Cost	\$211,036

Community and assisted living ^①	2024
Adult day health care ²	\$29,900
2054* Cost	\$72,575
Assisted living community ³	\$78,645
2054* Cost	\$190,892

Nursing home care ^①	2024
Semi-private room ⁴	\$123,735
2054* Cost	\$300,337
Private room ⁴	\$149,285
2054* Cost	\$362,354



Common LTC Misconceptions

1

“I maintain an active lifestyle and feel as though I am too healthy to need to worry about long-term care.”

2

“It’s just nursing home insurance. I don’t want to be in a nursing home. I will never end up in a nursing home.”

3

“I am not concerned about having LTC for myself, but I would like my spouse to have something in place.”

4

“My health insurance or Medicare will cover my long-term care.”

5

“My family will take care of me.”



What are our clients planning for?

Common Financial Planning Priorities

- Buying a Home
- College for Kids
- Dream Vacations
- Retirement Lifestyle
- Legacy & Estate Planning

"We plan for the things we want to happen..."

But What About What They're Not Planning For?

- Aging Parents Needing Care
- Extended Health Events
- Out-of-Pocket Caregiving Costs
- Family Conflict Over Care Decisions
- Emotional & Physical Toll on Loved Ones

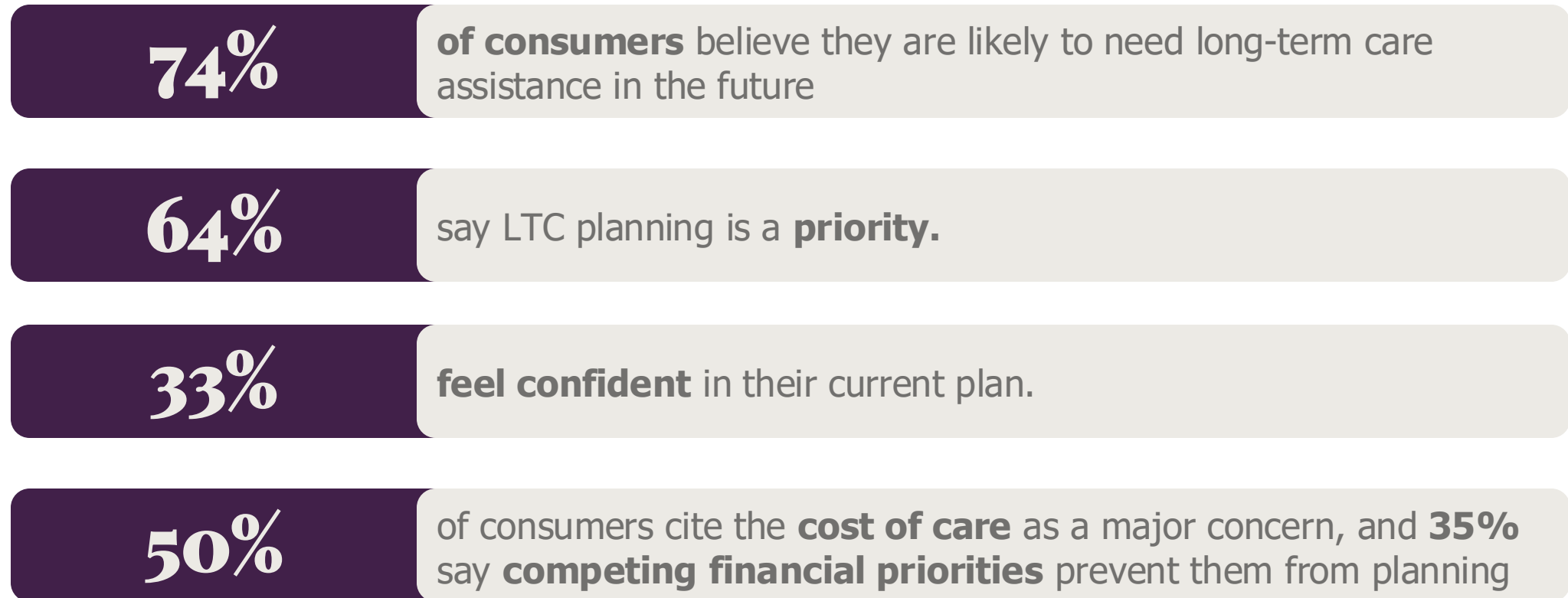
"...but what about the things we hope never happen?"

A long-term care event can derail every other financial goal.

Planning for it is not just about protecting assets—**it's about protecting peace of mind, relationships, and dignity.**



Consumer Interest in Long-Term Care Planning



Key Insight

“Consumers want to plan—but they need guidance. Financial advisors are in a unique position to lead these conversations and provide clarity.”



Having LTC As Part of the Plan vs Self-Funding

- **Protects Retirement Savings:**
Helps prevent depletion of assets due to costly long-term care needs.
- **Preserves Family Wealth:**
Reduces the financial burden on family members and protects inheritances.
- **Expands Care Choices:**
Provides access to a wider range of care options (home care, assisted living, nursing facilities).
- **Maintains Independence:**
Enables you to choose care settings and maintain control over your lifestyle.
- **Eases Family Stress:**
Relieves loved ones from the emotional and financial strain of caregiving.
- **Offers Peace of Mind:**
Ensures you are prepared for unexpected health events and future care needs.
- **May Provide Tax Advantages:**
Premiums may be tax-deductible, and benefits are generally tax-free

Self-funding long-term care is not a plan; it is the default.



Strategic Advantages for Financial Advisors

- **Competitive Market Differentiation**
Proactively addressing LTC planning sets advisors apart from competitors who focus solely on Investments or estate planning. Clients value holistic financial planning.
- **Deeper Client Relationships**
LTC discussions often touch on emotional and personal concerns helping build trust and empathy
- **Portfolio Protection -> AUM Protection**
LTC Insurance helps prevent depletion of retirement assets ensuring long-term financial stability
- **Multi-Generational Planning**
LTC planning involves families, creating opportunities for lasting client retention across generations. LTC insurance acts as an intergenerational bridge.
- **Emotional Security for Clients**
Clients gain peace of mind and reassurance knowing they have a plan in place for life's uncertainties
- **Increased Client Engagement**
LTC planning opens the door to meaningful conversations about values, goals, and family dynamics which can lead to broader planning opportunities and deeper collaboration.



How to Bring Up The LTC Conversation

- **Reframe the Conversation**

Avoid fear-based language. Instead of focusing on worst-case scenarios, present LTC planning as a way to maintain freedom, dignity, and control.

- **Start with Home Care**

Many clients associate LTC with nursing homes, which can shut down the conversation. Begin by discussing plans for home health care.

- **Use Family Experiences**

Ask about personal or family caregiving experiences:

"Have you or someone close to you ever needed help with daily activities? What was that like?"

- **Integrate LTC into Holistic Planning**

Position LTC as the third pillar of retirement planning, alongside income and legacy:

"We've covered your investments and estate plan. Let's talk about how health changes could impact those plans."

- **Empower Clients with Choices**

Ask values-based questions to encourage clients:

"If your health changed tomorrow, what would you want your care to look like—and who would you want involved in those decisions?"

Plan For Care Documents



Plan for Care

Written plan of care for _____ Date (MM) (DD) (YYYY)

Family / friends to notify immediately _____

Attorney / CPA / Trustee / Other _____

Banker / Financial Advisor(s) _____

What experience do you have with any family or friends needing care? _____

Do you believe you could live a long life and need help from others for your care? YES NO

If no, please explain. _____

You may never need care, but if you did, how would it affect your family? (Physically, emotionally, financially) _____

Any other concerns? _____

If you ever need care, would you like to:

- Preserve your ability to choose
- Decide now where you will receive care
- Defer this decision until later
- Defer this decision to someone else
Who? _____

Who do you want to physically provide care?

- Your spouse
- Your child
- A professional caregiver
- Other _____

Where would you want to receive care?

- Your home
- Your child's home
- Assisted living facility
- Nursing home facility
- Other _____

Who do you want to be responsible for coordinating your care?

- Your spouse
- Your children
- A professional caregiver
- Other _____

How will you generate the income every month to pay for your care needs?

- Which asset first? _____
- Which asset next? _____
- Which asset next? _____
- Which asset next? _____
- Which asset next? _____
- Children/family will pay for it

What other planning have you done?

- Living will
- Health care directive
- Power of attorney
- Trust
- Other _____

My policy information

LTC

Carrier: Name, Address, Phone _____

Policy Number, Primary Beneficiary(s) _____

Contingent Beneficiary(s) — if applicable _____

Life Policies

Carrier: Name, Address, Phone _____

Policy number, Primary Beneficiary(s) _____

Contingent Beneficiary(s) — if applicable _____

Annuities

Carrier: Name, Address, Phone _____

Policy Number, Primary Beneficiary(s) _____

Contingent Beneficiary(s) — if applicable _____

Printed Name, Relationship Signature Date (MM, DD, YYYY)





Risk Management & Long-Term Care

Our clients take proactive measures in other aspects of life. LTC should be no exception.



Long-Term Care Insurance

These options are available to your clients:

- Traditional Long-Term Care
- Asset Based Long-Term Care
- Life Insurance Rider Options
- Annuity Long-Term Care





Long-Term Care: When is the Right Time?

We offer the right solutions at the right time:

- **LTC solutions for clients 35-80 years old** (insurable or uninsurable).
- **Each client's situation** (goals, balance sheet, cash flows, etc.) **is different**. There is no one size fits all. It is important to listen to what keeps them up at night.
- **Ideally, every client has an opportunity to get educated** and explore their options for LTC before retirement to make an informed decision on how they want to handle the potential risk.
- **Has there been a change in cash flow or expenses?**
 - Annual bonus
 - Increase in pay
 - Mortgage paid off
 - Kids out of college and off the payroll
- **Whenever they are healthy enough**

Consider These Scenarios:





Case Study - Client Profile

- 54-year-old male, spouse is 53 with controlled MS
- No children
- \$1.5M balance sheet w/ \$400k cash in the bank as part of a recent inheritance from the passing of his father
- Income = He is a teacher (\$93k) & She is in Healthcare sales (\$114k) / Expenses = \$100k now and in retirement
- **Met with the advisor after receiving inheritance.**
- He mentioned he would like to retire at 59 but is concerned about the cost of his future care and who will provide it knowing it will likely not be his spouse. The couple also expressed concern about the cost of her care in the future.
- Piece of mind – felt having some coverage would give him piece of mind retiring early.

"I like the idea of repurposing a portion of my father's last gift, into a solution that will provide peace of mind for years to come, knowing that if I need care, I have a plan. I will feel more comfortable retiring early!"



Case Study – Quote Parameters

- Starting Monthly Benefit = \$5,000
- **Benefit Period**
 - 48 months – traditional LTC
 - 4 years – asset based LTC
- Elimination Period = 90 Calendar Days
- Inflation Protection = 3% Compound
- **Funding Source & Structure**
 - 10 pay & single pay via inheritance

The screenshot displays a quote from Genworth's Cost of Care tool for the USA - National region in 2019. It lists monthly costs for various care services, categorized into Home Health Care, Adult Day Health Care, Assisted Living Facility, and Nursing Home Care. Each category includes specific service types and their corresponding monthly rates. A disclaimer at the bottom notes that the information is based on a specific scenario and that future years are calculated with a 3% annual growth rate.

USA - National	
Monthly Cost	2019
Home Health Care	
Homemaker Services	\$4,290
Homemaker Health Aide	\$4,385
<small>Based on annual rate divided by 12 months (assumes 44 hours per week)</small>	
Adult Day Health Care	
Adult Day Health Care	\$1,625
<small>Based on annual rate divided by 12 months</small>	
Assisted Living Facility	
Private, One Bedroom	\$4,051
<small>As reported, monthly rate, private, one bedroom</small>	
Nursing Home Care	
Semi-Private Room	\$7,513
Private Room	\$8,517
<small>Based on annual rate divided by 12 months</small>	

The information shown above is based on a specific scenario generated by the [Genworth 2019 Cost of Care](#). Future years are calculated by assuming an annual 3% growth rate. For more information and location comparison, visit [genworth.com/costofcare](#).

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Product Comparison:

Thrivent Traditional LTC vs Nationwide Asset-Based LTC

Carrier & Product Type	Thrivent Traditional	Nationwide Aset Based	Nationwide Asset Based
Issue Age	54	54	54
Benefit Duration	48 Months	4 Years	6 years
Day 1 Monthly Benefit	\$5,000	\$5,000	\$4,826
Day 1 LTC Benefit Pool	\$240,000	\$251,018	\$374,634
Inflation Option	3% Compound	3% Compound	3% Compound
Age 80 Monthly Benefit	\$10,783	\$10,783	\$10,409
Age 80 LTC Benefit Pool	\$517,582	\$541,343	\$807,933
Death Benefit	NA	\$120,000	\$115,835
Benefit Type	Reimbursement	Indemnity	Indemnity
Elimination Period	90 Days	90 Day Retroactive	90 Day Retroactive
State Partnership Qualified	Yes	No	No
Annual Premium			
10-Pay	\$6,880	\$8,035	\$8,035
Single Pay	NA	\$68,409	\$67,905

*Nationwide Premium is Guaranteed

Source: <https://acl.gov/ltc/basic-needs/how-much-care-will-you-need>. Last modified: 02/18/2020



Case Study: Tabular Detail

Specified Amount:
\$115,835

Maximum Monthly LTC Benefit:
\$4,826.46

LTC Benefit Period:
6 Years

Inflation Protection Option:
3% Compound

Refund of Premium Option:
Maximum LTC Benefit

Premium Payment Period:
Single Premium

Scheduled Premium: \$67,905.00
Annual

			All Values and Benefits Guaranteed Guaranteed 1.00% Interest Rate									
End of Year	Age	Premium	Cash Value	Total Received on Surrender	Net Death Benefit	Total LTC Benefit (Excludes Inflation)	Max Monthly LTC Benefit* (Excludes Inflation)	Max Monthly Inflation Rider Benefit*	Total Monthly Benefit	Total Benefit** (Total LTC Benefit Plus Inflation)	IRR On Total Benefit (Total LTC Benefit Plus Inflation)	
1	54	67,905	41,728	41,728	115,838	347,505	4,826	0	4,826	374,634	139.71%	
2	55	0	43,048	43,048	115,843	347,505	4,826	145	4,971	385,873	68.61%	
3	56	0	44,403	44,403	115,835	347,505	4,826	294	5,120	397,449	48.23%	
4	57	0	45,798	45,798	115,835	347,505	4,826	448	5,274	409,373	37.93%	
5	58	0	47,233	47,233	115,835	347,505	4,826	606	5,432	421,654	31.59%	
Total		67,905										
6	59	0	48,710	48,710	115,835	347,505	4,826	769	5,595	434,304	27.26%	
7	60	0	50,227	50,227	115,835	347,505	4,826	937	5,763	447,333	24.09%	
8	61	0	51,781	51,781	115,835	347,505	4,826	1,109	5,936	460,753	21.67%	
9	62	0	53,367	53,367	115,835	347,505	4,826	1,288	6,114	474,575	19.75%	
10	63	0	54,984	54,984	115,850	347,505	4,826	1,471	6,297	488,813	18.20%	
Total		67,905										
11	64	0	56,628	56,628	115,835	347,505	4,826	1,660	6,486	503,477	16.91%	
12	65	0	58,299	58,299	115,840	347,505	4,826	1,854	6,681	518,581	15.83%	
13	66	0	59,999	59,999	115,835	347,505	4,826	2,055	6,881	534,139	14.90%	
14	67	0	61,728	61,728	115,835	347,505	4,826	2,261	7,088	550,163	14.10%	
15	68	0	63,485	63,485	115,835	347,505	4,826	2,474	7,300	566,668	13.41%	
Total		67,905										
16	69	0	65,271	65,271	115,856	347,505	4,826	2,693	7,519	583,668	12.79%	
17	70	0	67,080	67,080	115,848	347,505	4,826	2,919	7,745	601,178	12.24%	
18	71	0	68,909	68,909	115,836	347,505	4,826	3,151	7,977	619,213	11.76%	
19	72	0	70,749	70,749	115,835	347,505	4,826	3,390	8,217	637,790	11.32%	
20	73	0	72,594	72,594	115,835	347,505	4,826	3,637	8,463	656,923	10.92%	
Total		67,905										

Source: <https://acl.gov/ltc/basic-needs/how-much-care-will-you-need>. Last modified: 02/18/2020



Case Study: Tabular Detail

Specified Amount:
\$115,835

Maximum Monthly LTC Benefit:
\$4,826.46

LTC Benefit Period:
6 Years

Inflation Protection Option:
3% Compound

Refund of Premium Option:
Maximum LTC Benefit

Premium Payment Period:
Single Premium

Scheduled Premium: \$67,905.00
Annual

			All Values and Benefits Guaranteed Guaranteed 1.00% Interest Rate									
End of Year	Age	Premium	Cash Value	Total Received on Surrender	Net Death Benefit	Total LTC Benefit (Excludes Inflation)	Max Monthly LTC Benefit* (Excludes Inflation)	Max Monthly Inflation Rider Benefit*	Total Monthly Benefit	Total Benefit** (Total LTC Benefit Plus Inflation)	IRR On Total Benefit (Total LTC Benefit Plus Inflation)	
21	74	0	74,439	74,439	115,835	347,505	4,826	3,891	8,717	676,631	10.56%	
22	75	0	76,278	76,278	115,835	347,505	4,826	4,152	8,979	696,930	10.23%	
23	76	0	78,111	78,111	115,839	347,505	4,826	4,422	9,248	717,838	9.93%	
24	77	0	79,937	79,937	115,835	347,505	4,826	4,699	9,525	739,373	9.65%	
25	78	0	81,754	81,754	115,845	347,505	4,826	4,985	9,811	761,554	9.40%	
Total		67,905										
26	79	0	83,560	83,560	115,835	347,505	4,826	5,279	10,106	784,401	9.16%	
27	80	0	85,349	85,349	115,835	347,505	4,826	5,582	10,409	807,933	8.94%	
28	81	0	87,112	87,112	115,835	347,505	4,826	5,895	10,721	832,171	8.73%	
29	82	0	88,844	88,844	115,835	347,505	4,826	6,216	11,043	857,136	8.54%	
30	83	0	90,539	90,539	115,835	347,505	4,826	6,547	11,374	882,850	8.36%	
Total		67,905										
31	84	0	92,185	92,185	115,835	347,505	4,826	6,889	11,715	909,336	8.20%	
32	85	0	93,773	93,773	115,835	347,505	4,826	7,240	12,067	936,616	8.04%	
33	86	0	95,290	95,290	115,835	347,505	4,826	7,602	12,429	964,714	7.89%	
34	87	0	96,721	96,721	115,835	347,505	4,826	7,975	12,801	993,656	7.75%	
35	88	0	98,053	98,053	115,835	347,505	4,826	8,359	13,185	1,023,465	7.62%	
Total		67,905										
36	89	0	99,278	99,278	115,835	347,505	4,826	8,755	13,581	1,054,169	7.50%	
37	90	0	100,394	100,394	115,835	347,505	4,826	9,162	13,988	1,085,794	7.38%	
38	91	0	101,402	101,402	115,835	347,505	4,826	9,582	14,408	1,118,368	7.26%	
39	92	0	102,313	102,313	115,835	347,505	4,826	10,014	14,840	1,151,919	7.16%	
40	93	0	103,140	103,140	115,835	347,505	4,826	10,459	15,286	1,186,477	7.06%	
Total		67,905										

Source: <https://acl.gov/ltc/basic-needs/how-much-care-will-you-need>. Last modified: 02/18/2020



Case Study Summary & Implementation

- Client moved forward with the single-pay 6-year benefit asset based LTC contract
- Like the fact the premium was fixed and guaranteed with the asset based
- Single premium was slightly less for 6-year contract vs 4 year. He felt better with 6 years of coverage vs 4, even knowing the monthly benefit would be slightly lower.
- Not “use it or loose it” – has \$115k death benefit if no care is needed
- Indemnity benefit: Loved the fact that if he needed care, anyone could provide him the care which he felt would make it easier for him to age at home.
- Piece of mind: Felt he would be more comfortable retiring early knowing he had a tax-free pool of money available for his care if needed. Advisor agreed.
- Last gift: He mentioned he felt good knowing he was able to repurpose a fraction of his fathers “last gift” (inheritance) into a solution that would provide a meaningful benefit to he and his family.



Case Study - Client Profile

- 44-year-old recently divorced female
- 2 daughters, 23 and 26 (both nurses)
- \$1.7M balance sheet w/ \$197k cash in the bank as part of divorce. No debt
- Very strong cash flow due to salary and divorce terms
- Income = \$132k / Expenses = \$60k now and in retirement
- \$50k teacher salary, \$27k alimony (15 years) and 55k business buy-out (20 years)
- Didn't have any charitable intentions and wasn't concerned about leaving assets to daughters/future grandkids.
- **Met with advisor to discuss financial plan after divorce. Client mentioned her biggest concern was the uncertainty of a long-term care risk and her daughters feeling as though they need to put their lives on pause in the future to provide her care.**

"I want to give my daughters the option to be my care coordinators, not my care providers."



Case Study – Quote Parameters

- Starting Monthly Benefit = \$5,500
- **Benefit Period**
 - 60 months – traditional LTC
 - 6 years – asset based LTC
- Elimination Period = 90 Calendar Days
- Inflation Protection = 3% Compound
- **Funding Source & Structure**
 - 10 pay & single pay via cash flow

Cost of Care Genworth

USA - National

Monthly Cost 2019

Category	Monthly Cost
Home Health Care	
Homemaker Services	\$4,290
Homemaker Health Aide	\$4,385
<small>Based on annual rate divided by 12 months (assumes 44 hours per week)</small>	
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Product Comparison:

Thrivent Traditional LTC vs Securian Asset-Based LTC

Carrier & Product Type	Thrivent Traditional	Securian Asset Based
Issue Age	44	44
Benefit Duration	60 Months	6 Years
Day 1 Monthly Benefit	\$5,500	\$5,500
Day 1 LTC Benefit Pool	\$330,000	\$426,915
Inflation Option	3% Compound	3% Compound
Age 80 Monthly Benefit	\$15,941	\$15,941
Age 80 LTC Benefit Pool	\$956,432	\$1,237,318
Death Benefit	NA	\$132,000
Benefit Type	Reimbursement	Indemnity
Elimination Period	90 Days	90 Day Retroactive
State Partnership Qualified	Yes	No
Annual Premium		
10-Pay	\$13,749	\$97,884
Single Pay	NA	\$79,419

*Nationwide Premium is Guaranteed

Source: <https://acl.gov/ltc/basic-needs/how-much-care-will-you-need>. Last modified: 02/18/2020

Case Study: Thrivent Traditional LTC vs Securian Asset-Based



					LONG-TERM CARE BENEFITS			
					Inflation option: 3% compound			
Year	Age	Annual Premium	Surrender value	Death benefit	Total	Annual	Monthly	Internal Rate of Return (IRR)
1	44	\$9,781	\$0	\$132,000	\$426,915	\$66,000	\$5,500	999.99%
2	45	\$9,781	\$2,796	\$132,000	\$439,723	\$67,980	\$5,665	301.51%
3	46	\$9,781	\$7,518	\$132,000	\$452,914	\$70,019	\$5,835	126.73%
4	47	\$9,781	\$12,403	\$132,000	\$466,502	\$72,120	\$6,010	79.29%
5	48	\$9,781	\$17,457	\$132,000	\$480,497	\$74,284	\$6,190	57.26%
6	49	\$9,781	\$22,685	\$132,000	\$494,912	\$76,512	\$6,376	44.73%
7	50	\$9,781	\$28,090	\$132,000	\$509,759	\$78,807	\$6,567	36.69%
8	51	\$9,781	\$33,678	\$132,000	\$525,052	\$81,172	\$6,764	31.13%
9	52	\$9,781	\$39,454	\$132,000	\$540,803	\$83,607	\$6,967	27.09%
10	53	\$9,781	\$45,423	\$132,000	\$557,027	\$86,115	\$7,176	24.02%
11	54	\$0	\$46,823	\$132,000	\$573,738	\$88,698	\$7,392	21.63%
12	55	\$0	\$48,254	\$132,000	\$590,950	\$91,359	\$7,613	19.71%
13	56	\$0	\$49,721	\$132,000	\$608,679	\$94,100	\$7,842	18.14%
14	57	\$0	\$51,226	\$132,000	\$626,939	\$96,923	\$8,077	16.83%
15	58	\$0	\$52,768	\$132,000	\$645,747	\$99,831	\$8,319	15.73%
16	59	\$0	\$54,350	\$132,000	\$665,120	\$102,826	\$8,569	14.79%
17	60	\$0	\$55,971	\$132,000	\$685,073	\$105,911	\$8,826	13.97%
18	61	\$0	\$57,629	\$132,000	\$705,625	\$109,088	\$9,091	13.26%
19	62	\$0	\$59,323	\$132,000	\$726,794	\$112,361	\$9,363	12.64%
20	63	\$0	\$61,053	\$132,000	\$748,598	\$115,731	\$9,644	12.08%
21	64	\$0	\$62,818	\$132,000	\$771,056	\$119,203	\$9,934	11.59%
22	65	\$0	\$64,619	\$132,000	\$794,188	\$122,779	\$10,232	11.15%
23	66	\$0	\$66,457	\$132,000	\$818,013	\$126,463	\$10,539	10.75%
24	67	\$0	\$68,332	\$132,000	\$842,554	\$130,257	\$10,855	10.38%
25	68	\$0	\$70,244	\$132,000	\$867,830	\$134,164	\$11,180	10.05%
26	69	\$0	\$72,191	\$132,000	\$893,865	\$138,189	\$11,516	9.75%
27	70	\$0	\$74,171	\$132,000	\$920,681	\$142,335	\$11,861	9.47%
28	71	\$0	\$76,177	\$132,000	\$948,302	\$146,605	\$12,217	9.21%
29	72	\$0	\$78,206	\$132,000	\$976,751	\$151,003	\$12,584	8.98%
30	73	\$0	\$80,254	\$132,000	\$1,006,053	\$155,533	\$12,961	8.76%

Case Study: Thrivent Traditional LTC vs Securian Asset-Based



Year	Age	Annual Premium	Surrender value	Death benefit	LONG-TERM CARE BENEFITS			
					Inflation option: 3% compound			
					Total	Annual	Monthly	Internal Rate of Return (IRR)
31	74	\$0	\$82,314	\$132,000	\$1,036,235	\$160,199	\$13,350	8.55%
32	75	\$0	\$84,383	\$132,000	\$1,067,322	\$165,005	\$13,750	8.36%
33	76	\$0	\$86,457	\$132,000	\$1,099,342	\$169,956	\$14,163	8.19%
34	77	\$0	\$88,527	\$132,000	\$1,132,322	\$175,054	\$14,588	8.02%
35	78	\$0	\$90,585	\$132,000	\$1,166,292	\$180,306	\$15,025	7.86%
36	79	\$0	\$92,619	\$132,000	\$1,201,280	\$185,715	\$15,476	7.72%
37	80	\$0	\$94,614	\$132,000	\$1,237,319	\$191,286	\$15,941	7.58%
38	81	\$0	\$96,577	\$132,000	\$1,274,438	\$197,025	\$16,419	7.45%
39	82	\$0	\$98,517	\$132,000	\$1,312,671	\$202,936	\$16,911	7.33%
40	83	\$0	\$100,429	\$132,000	\$1,352,052	\$209,024	\$17,419	7.21%
41	84	\$0	\$102,266	\$132,000	\$1,392,613	\$215,295	\$17,941	7.10%
42	85	\$0	\$104,016	\$132,000	\$1,434,391	\$221,753	\$18,479	6.99%
43	86	\$0	\$105,703	\$132,000	\$1,477,423	\$228,406	\$19,034	6.89%
44	87	\$0	\$107,318	\$132,000	\$1,521,746	\$235,258	\$19,605	6.80%
45	88	\$0	\$108,850	\$132,000	\$1,567,398	\$242,316	\$20,193	6.71%
46	89	\$0	\$110,297	\$132,000	\$1,614,420	\$249,585	\$20,799	6.62%
47	90	\$0	\$111,660	\$132,000	\$1,662,853	\$257,073	\$21,423	6.54%
48	91	\$0	\$112,946	\$132,000	\$1,712,738	\$264,785	\$22,065	6.46%
49	92	\$0	\$114,156	\$132,000	\$1,764,121	\$272,729	\$22,727	6.39%
50	93	\$0	\$115,303	\$132,000	\$1,817,044	\$280,911	\$23,409	6.32%
51	94	\$0	\$116,407	\$132,000	\$1,871,556	\$289,338	\$24,111	6.25%
52	95	\$0	\$117,453	\$132,000	\$1,927,702	\$298,018	\$24,835	6.18%
53	96	\$0	\$118,419	\$132,000	\$1,985,533	\$306,958	\$25,580	6.12%
54	97	\$0	\$119,297	\$132,000	\$2,045,099	\$316,167	\$26,347	6.06%
55	98	\$0	\$120,077	\$132,000	\$2,106,452	\$325,652	\$27,138	6.00%
56	99	\$0	\$120,745	\$132,000	\$2,169,646	\$335,422	\$27,952	5.94%
57	100	\$0	\$121,315	\$132,000	\$2,234,735	\$345,484	\$28,790	5.89%
58	101	\$0	\$121,824	\$132,000	\$2,301,777	\$355,849	\$29,654	5.83%
59	102	\$0	\$122,277	\$132,000	\$2,370,831	\$366,525	\$30,544	5.78%
60	103	\$0	\$122,684	\$132,000	\$2,441,955	\$377,520	\$31,460	5.74%



Case Study Summary & Implementation

- Client moved forward with the 10-pay asset-based LTC contract
- Less premium outlay than traditional LTC (\$97K vs \$137k)
- Longer benefit period
- Not use it or loose it – has \$132k death benefit
- Loved the fact everything was fixed and guaranteed, and she wouldn't be paying LTC premiums in retirement.
- Felt as though she would be able to live more freely and feel more comfortable in retirement someday knowing the LTC risk has been transferred to the insurance company, and she will not have to self fund. Her biggest worry was lifted off her shoulders.
- Indemnity benefit: Loved that she could pay her daughters someday if they insisted on providing her care.



Case Study - Client Profile

- 61-year-old single female
- VP of Human Resources at manufacturing company
- Income = \$310k (\$210k salary & \$100k bonus)
- 2 daughters, 23 and 32 – had one son pass away in accident
- \$1.5M balance sheet w/ \$270k left on mortgage
- Both parents are in assisted living; mom has Alzheimer's
- Was concerned about protecting her assets for her daughters in the event she needed care. Understood the benefits of having insurance vs not.
- Had a whole life insurance policy with a \$476k death benefit and an annual premium of \$5k. Cash surrender value was approximately \$74k.
- **Advisor listened to her concerns and reached out to CIS. Advisor did not believe life insurance was necessary as part of the plan.**

"This benefit will not only help me and my daughters if care is needed, but it will also protect my assets."



Case Study – Quote Parameters

- Repurpose \$74,400 of cash value inside the whole life policy via 1035 exchange into single premium asset based LTC
- **Benefit Period**
 - 6 years
- Elimination Period = 90 Calendar Days
- Inflation Protection = 3% Compound
- **Funding Source & Structure**
 - single pay via 1035 exchange
- Benefit Amount ????

Cost of Care Genworth

USA - National

Monthly Cost 2019

Category	Monthly Cost
Home Health Care	
Homemaker Services	\$4,290
Homemaker Health Aide	\$4,385
<small>Based on annual rate divided by 12 months (assumes 44 hours per week)</small>	
Adult Day Health Care	
Adult Day Health Care	\$1,625
<small>Based on annual rate divided by 12 months</small>	
Assisted Living Facility	
Private, One Bedroom	\$4,051
<small>As reported, monthly rate, private, one bedroom</small>	
Nursing Home Care	
Semi-Private Room	\$7,513
Private Room	\$8,517
<small>Based on annual rate divided by 12 months</small>	

The information shown above is based on a specific scenario generated by the [Genworth 2019 Cost of Care](#). Future years are calculated by assuming an annual 3% growth rate. For more information and location comparison, visit [genworth.com/costofcare](#)

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Case Study: Thrivent Traditional LTC vs Securian Asset-Based

					LONG-TERM CARE BENEFITS			
					Inflation option: 3% compound			
Year	Age	Annual Premium	Surrender value	Death benefit	Total	Annual	Monthly	Internal Rate of Return (IRR)
1	60	\$74,400	\$39,067	\$92,135	\$297,983	\$46,068	\$3,839	89.85%
2	61	\$0	\$40,225	\$92,135	\$306,923	\$47,450	\$3,954	50.80%
3	62	\$0	\$41,407	\$92,135	\$316,131	\$48,873	\$4,073	37.15%
4	63	\$0	\$42,614	\$92,135	\$325,614	\$50,339	\$4,195	29.81%
5	64	\$0	\$43,846	\$92,135	\$335,383	\$51,849	\$4,321	25.15%
6	65	\$0	\$45,104	\$92,135	\$345,444	\$53,405	\$4,450	21.91%
7	66	\$0	\$46,386	\$92,135	\$355,808	\$55,007	\$4,584	19.51%
8	67	\$0	\$47,695	\$92,135	\$366,482	\$56,657	\$4,721	17.67%
9	68	\$0	\$49,030	\$92,135	\$377,477	\$58,357	\$4,863	16.19%
10	69	\$0	\$50,389	\$92,135	\$388,801	\$60,108	\$5,009	14.99%
11	70	\$0	\$51,770	\$92,135	\$400,465	\$61,911	\$5,159	14.00%
12	71	\$0	\$53,171	\$92,135	\$412,479	\$63,768	\$5,314	13.15%
13	72	\$0	\$54,587	\$92,135	\$424,853	\$65,681	\$5,473	12.43%
14	73	\$0	\$56,016	\$92,135	\$437,599	\$67,652	\$5,638	11.81%
15	74	\$0	\$57,455	\$92,135	\$450,727	\$69,681	\$5,807	11.26%
16	75	\$0	\$58,899	\$92,135	\$464,249	\$71,772	\$5,981	10.78%
17	76	\$0	\$60,346	\$92,135	\$478,176	\$73,925	\$6,160	10.35%
18	77	\$0	\$61,791	\$92,135	\$492,521	\$76,143	\$6,345	9.96%
19	78	\$0	\$63,228	\$92,135	\$507,297	\$78,427	\$6,536	9.62%
20	79	\$0	\$64,647	\$92,135	\$522,516	\$80,780	\$6,732	9.30%
21	80	\$0	\$66,040	\$92,135	\$538,191	\$83,203	\$6,934	9.02%
22	81	\$0	\$67,410	\$92,135	\$554,337	\$85,699	\$7,142	8.76%
23	82	\$0	\$68,764	\$92,135	\$570,967	\$88,270	\$7,356	8.52%
24	83	\$0	\$70,099	\$92,135	\$588,096	\$90,918	\$7,577	8.30%
25	84	\$0	\$71,381	\$92,135	\$605,739	\$93,646	\$7,804	8.10%
26	85	\$0	\$72,602	\$92,135	\$623,911	\$96,455	\$8,038	7.91%
27	86	\$0	\$73,780	\$92,135	\$642,629	\$99,349	\$8,279	7.74%
28	87	\$0	\$74,907	\$92,135	\$661,907	\$102,329	\$8,527	7.57%
29	88	\$0	\$75,977	\$92,135	\$681,765	\$105,399	\$8,783	7.42%
30	89	\$0	\$76,986	\$92,135	\$702,217	\$108,561	\$9,047	7.28%



Case Study: Thrivent Traditional LTC vs Securian Asset-Based

					LONG-TERM CARE BENEFITS			
					inflation option: 3% compound			
Year	Age	Annual Premium	Surrender value	Death benefit	Total	Annual	Monthly	Internal Rate of Return (IRR)
31	90	\$0	\$77,938	\$92,135	\$723,284	\$111,818	\$9,318	7.15%
32	91	\$0	\$78,836	\$92,135	\$744,982	\$115,172	\$9,598	7.02%
33	92	\$0	\$79,680	\$92,135	\$767,332	\$118,628	\$9,886	6.91%
34	93	\$0	\$80,481	\$92,135	\$790,352	\$122,186	\$10,182	6.79%
35	94	\$0	\$81,251	\$92,135	\$814,063	\$125,852	\$10,488	6.69%
36	95	\$0	\$81,981	\$92,135	\$838,485	\$129,628	\$10,802	6.59%
37	96	\$0	\$82,656	\$92,135	\$863,639	\$133,516	\$11,126	6.50%
38	97	\$0	\$83,269	\$92,135	\$889,548	\$137,522	\$11,460	6.41%
39	98	\$0	\$83,813	\$92,135	\$916,235	\$141,648	\$11,804	6.32%
40	99	\$0	\$84,279	\$92,135	\$943,722	\$145,897	\$12,158	6.24%
41	100	\$0	\$84,677	\$92,135	\$972,033	\$150,274	\$12,523	6.17%
42	101	\$0	\$85,032	\$92,135	\$1,001,194	\$154,782	\$12,899	6.09%
43	102	\$0	\$85,349	\$92,135	\$1,031,230	\$159,426	\$13,285	6.02%
44	103	\$0	\$85,633	\$92,135	\$1,062,167	\$164,208	\$13,684	5.96%
45	104	\$0	\$85,895	\$92,135	\$1,094,032	\$169,135	\$14,095	5.89%
46	105	\$0	\$86,154	\$92,135	\$1,126,853	\$174,209	\$14,517	5.83%
47	106	\$0	\$86,421	\$92,135	\$1,160,659	\$179,435	\$14,953	5.77%
48	107	\$0	\$86,677	\$92,135	\$1,195,478	\$184,818	\$15,402	5.72%
49	108	\$0	\$86,922	\$92,135	\$1,231,343	\$190,362	\$15,864	5.66%
50	109	\$0	\$87,158	\$92,135	\$1,268,283	\$196,073	\$16,339	5.61%
51	110	\$0	\$87,383	\$92,135	\$1,306,332	\$201,956	\$16,830	5.56%
52	111	\$0	\$87,600	\$92,135	\$1,345,521	\$208,014	\$17,335	5.51%
53	112	\$0	\$87,807	\$92,135	\$1,385,887	\$214,255	\$17,855	5.46%
54	113	\$0	\$88,005	\$92,135	\$1,427,464	\$220,682	\$18,390	5.42%
55	114	\$0	\$88,194	\$92,135	\$1,470,288	\$227,303	\$18,942	5.38%
56	115	\$0	\$88,375	\$92,135	\$1,514,396	\$234,122	\$19,510	5.34%
57	116	\$0	\$88,548	\$92,135	\$1,559,828	\$241,146	\$20,095	5.30%
58	117	\$0	\$88,713	\$92,135	\$1,606,623	\$248,380	\$20,698	5.26%
59	118	\$0	\$88,870	\$92,135	\$1,654,822	\$255,831	\$21,319	5.22%
60	119	\$0	\$89,019	\$92,135	\$1,704,466	\$263,506	\$21,959	5.18%



Product Comparison: Repurposing Existing Cash Value To Fund LTC Solution

Existing WL Life Policy	
Annual Premium:	\$5,000
Death Benefit:	\$476,000
Monthly LTC Benefit:	\$0
Total LTC Benefit:	\$0

New Asset Based LTC Coverage	
Annual Premiums:	\$0
Death Benefit	\$92,135
Day 1 Monthly LTC Benefit	\$3,839
Day 1 Total LTC Benefit	\$297,983
Age 85 Monthly LTC Benefit	\$8,038
Age 85 Total LTC Benefits	\$623,911

Q & A

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