

# The Long-Term Care Rider

A Competitive Snapshot

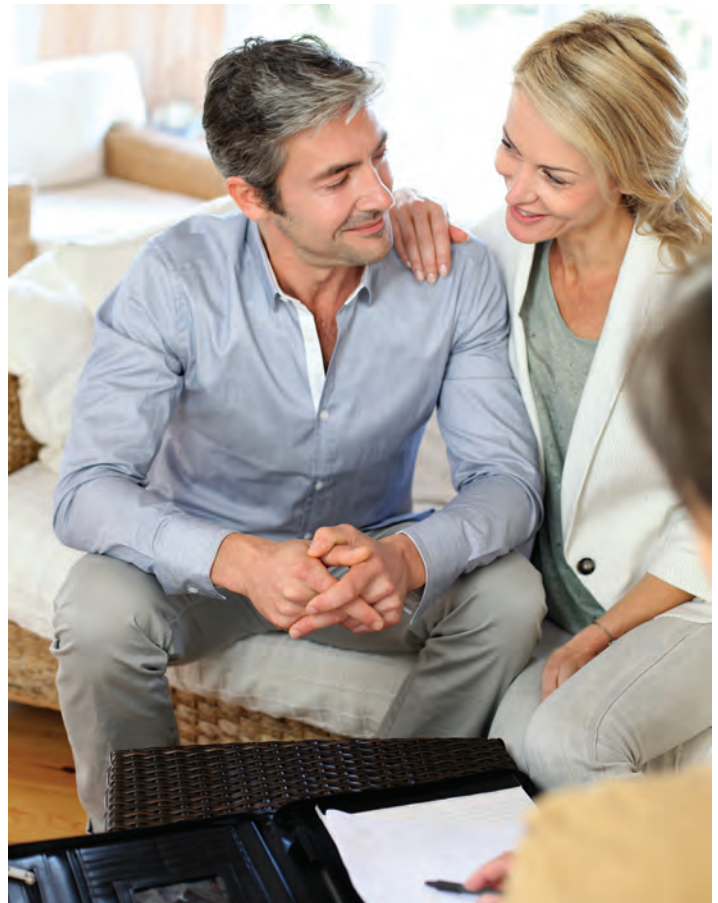
Life insurance plays many roles. It can help your clients protect their loved ones through the death benefit. It can help prepare them for a long, healthy retirement by allowing them to take supplemental income from the cash value.\*

It can also help clients preserve their estate if the insured needs long-term care services. This protection comes in the form of a Long-Term Care Rider on our two indexed universal life insurance products – Life Protection Advantage<sup>SM</sup> IUL and Income Advantage<sup>SM</sup> IUL.

## Our Rider Strengths

- **Automatic Chronic Illness Rider Back-Up** – If the client applies for the LTC Rider and does not qualify, we'll still include the Accelerated Death Benefit Rider for Chronic Illness at no additional up-front charge
- **Reimbursement Model** – Because the client is reimbursed for their actual expenses, our only cap is based on what the client purchased. We don't have an IRS per diem limit like most indemnity riders do. If your client purchases a policy and the IRS per diem limit is under the purchased benefit limit, your client may be paying for more than the policy will allow him or her to access – even if he or she has actual expenses exceeding the IRS per diem limit

\*The amount that may be available through loans or withdrawals, as defined in the contract.



- **Care Coordinator Services** – We offer the optional services of a care coordinator who will assess the needs of the insured, develop an individualized plan of care and help arrange for long-term care services. There's no elimination period required to use the care coordinator services
- **Calendar-Day Elimination Period** – We'll start paying benefits based on 90 **calendar days**, not service days. This elimination period is cumulative and only needs to be satisfied once during the life of the rider
- **Guaranteed Refund Option Rider** – As long as the client continues to pay the required premiums to qualify for the GRO rider, there will be seven windows where the client can surrender the policy and receive the premiums back.<sup>1</sup> This includes any premiums paid for the LTC Rider.

*(continued on back)*



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

## A Pricing Comparison Using Life Protection Advantage IUL

\$1 million death benefit, \$1 million LTC Rider benefit pool with 2% monthly percentage, paying all years, solving for minimum premium to carry to maturity at a 5% illustrated rate.

Male, Age 45		Standard		Preferred	
Company	Product	Premium	Rank	Premium	Rank
United of Omaha	Life Protection Advantage (age last)	\$8,834	1	\$7,692	2
John Hancock	Protection IUL	\$9,115	2	\$7,560	1
Protective	Indexed Choice UL	\$9,209	3	\$8,567	6
American General	Value+ Protector IUL	\$9,584	4	\$8,392	5
AXA	IUL Protect	\$9,597	5	\$8,319	4
Lincoln Financial	WealthPreserve IUL	\$10,198	6	\$9,350	7
Nationwide	YourLife Indexed UL Protector	\$10,210	7	\$8,122	3
Voya Financial	Voya - IUL Protector	\$11,087	8	\$9,484	9
Prudential	Founders Plus (age last)	\$11,226	9	\$9,394	8
Symetra	Symetra Accumulator IUL	\$12,219	10	\$10,418	10
Securian Financial	Eclipse Protector Indexed Life	\$12,469	11	\$10,536	11

Female, Age 45		Standard		Preferred	
Company	Product	Premium	Rank	Premium	Rank
United of Omaha	Life Protection Advantage (age last)	\$7,854	1	\$6,844	1
John Hancock	Protection IUL	\$8,340	2	\$6,879	2
American General	Value+ Protector IUL	\$8,547	3	\$7,677	6
AXA	IUL Protect	\$8,661	4	\$7,240	4
Nationwide	YourLife Indexed UL Protector	\$8,871	5	\$7,196	3
Protective	Indexed Choice UL	\$8,895	6	\$8,452	8
Prudential	Founders Plus (age last)	\$9,246	7	\$7,608	5
Voya Financial	Voya - IUL Protector	\$9,810	8	\$8,437	7
Lincoln Financial	WealthPreserve IUL	\$9,879	9	\$8,771	9
Symetra	Symetra Accumulator IUL	\$10,589	10	\$9,139	10
Securian Financial	Eclipse Protector Indexed Life	\$10,949	11	\$9,232	11

### What if We Used a 4% Monthly Benefit Payment Percentage?

In the examples above, we compared using a 2% monthly benefit payment percentage since that's a common percentage offered by all carriers. However, at United of Omaha, when your client purchases a \$1 million benefit pool or more, a 4% benefit payment percentage actually costs the same as the 2% payment percentage. This applies to a benefit pool up to \$1.25 million, which is the highest pool which allows the 4% option.

Here's an example of how our Life Protection Advantage compares to John Hancock's Protection IUL using a 4% monthly benefit payment percentage. **Their premium would increase and ours would not, providing an even greater competitive advantage in these sales scenarios.**

	United of Omaha	John Hancock
Male, 45, Standard	\$8,834	\$9,312
Male, 45, Preferred	\$7,692	\$7,715
Female, 45, Standard	\$7,854	\$8,599
Female, 45, Preferred	\$6,844	\$7,139

Consider the value that our Long-Term Care Rider offers in addition to our competitive pricing when choosing the product you'll illustrate for your clients.

[Learn more at MutualofOmaha.com/ltc-rider.](https://MutualofOmaha.com/ltc-rider)

<sup>1</sup>For Life Protection Advantage<sup>SM</sup>, the GRO rider is not available for clients above age 60 (regardless of risk class), or for substandard or tobacco cases under age 50 or for substandard tables 5-16 at ages 50 and above. For Income Advantage<sup>SM</sup>, the GRO rider is not available for substandard or tobacco cases under age 50 or for substandard tables 5-16 at ages 50 and above. In the 60-day window following policy year 15, a refund of up to 50% is available, and following policy years 20 to 25, a refund of up to 100% is available. The refund amount is capped at 80% of the policy's lowest face amount and is reduced by any previous withdrawals and outstanding loans.