LONG-TERM CARE INSURANCE

YES, LONG-TERM CARE INSURANCE MAY HELP YOUR CLIENTS STAY AT HOME LONGER

LONG-TERM CARE INSURANCE: A LIFELINE, NOT A LUXURY

Many clients may think that long-term care (LTC) insurance only covers facility-based care and won't help them age where they truly want to be — at home. The truth is an LTC policy may actually help clients stay out of a facility and in their own home longer.

From modifications to their home to in-home care provider services, let's break down the ways that LTC can help your clients remain where they feel most comfortable if care becomes necessary.

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Policy Benefits to Stay at Home

Here are a few benefits included in the MutualCare® Secure Solutions and MutualCare® Custom Solutions LTC policies:

Cash Benefit[1]:

Our Cash Benefit has a number of flexible features that can be utilized for home care.

- A percentage of the home health care maximum monthly benefit amount is available in cash to help pay for expenses related to your client's long-term care needs.
- It is not subject to an elimination period.
- Days in which the Cash Benefit is utilized do not count toward the elimination period for Reimbursement Benefits.

Home Health Care Benefit[1]:

This feature pays up to 100% of the policy's monthly benefit for:

- Personal care services to assist with the activities of daily living (ADL) such as bathing, eating, dressing and toileting
- Homemaker services to help with housekeeping, grocery shopping and meal preparation
- Professional services of a nurse, home health aide or therapist
- Adult day care

Care Coordination Benefit[1]:

This includes the optional services of a licensed health care professional (typically a registered nurse) who works with the client's family and physician to assess needs, identify resources, and create a personalized plan of care. There's no elimination period to satisfy, meaning clients have immediate access to care coordination services.

While the use of a care coordinator is optional, it can unlock access to additional benefits available only when a care coordinator is involved. These include:

- Caregiver Training
- Durable Medical Equipment (DME)
- Home modifications
- Medical alert systems

The policy may pay up to two times the home health care maximum monthly benefit for these stay-at-home services, when recommended by a care coordinator.

Some Examples of Durable Medical Equipment:

- Mobility aids including walkers
- Oxygen machines
- Hospital beds

Clients can get the modifications they need put in place to help them remain at home longer.

Caregiver Training[2]:

If recommended by a care coordinator, caregiver training will be reimbursed for an immediate family member or friend to provide client's care at home. Covered services consist of training for the proper use of a therapeutic device or a caregiving procedure.

Caregiver training gives clients the care they need at home from the people they love and trust the most.

Alternate Care[2]:

This benefit provides coverage for qualified treatments or services not specifically listed in the policy when recommended by a care coordinator. This can include services, medical advances and technologies that don't yet exist when the policy is put in place.

Alternate care helps your client's care keep up with the times.

Additional Riders That Help Clients Stay at Home

In addition to the previous benefits mentioned, our LTC policies have several optional riders that can be added to a policy to help bolster the client's ability to stay at home.

Waiver of Elimination Period for Home Health Care[1]:

This optional rider enables the insured to receive home health care benefits without having to satisfy an elimination period.*

Here's how it works:

- Once expenses are incurred for covered home health care services, the elimination period for home health care will be waived.
  - These days will then be used to satisfy the elimination period for other benefits available under the policy.
  - The elimination period for nursing home and assisted living will begin to be satisfied on a calendar-day basis.

Professional Home Health Care Rider[1]:

This optional rider makes additional benefits available when home health care services are provided by a nurse** or skilled professional.

Examples of Skilled Professionals:

- Physical, respiratory, occupational or speech therapists
- Nutritionist
- Chemotherapy administrator

Plus, if the cost of professional home health care services exceeds the home health care maximum monthly benefit in any given month, this benefit provides **up to an additional 100%** of the home health care maximum monthly benefit.

* This rider cannot be dropped after issue.

** Additional funds for home health care provided by a nurse are limited to 365 days over the life of the policy. This rider cannot be dropped after issue.

[1] MutualCare® Solutions Product Guide, 454000.

[2] Individual Long-Term Care Insurance Policy, sample policy for Nebraska, ICC13-LTC13-AG.

Key Takeaway: Many clients believe that an LTC policy only covers care in facilities like nursing homes. By walking through the many ways our LTC can provide in-home services, you can help clients feel more secure in their purchase of an LTC policy — and, possibly, help keep them in their home longer.

Why Mutual of Omaha

Over 50 years of Mutual of Omaha's Wild Kingdom taught us that the animal kingdom and the human kingdom have something in common ... an instinct to protect what matters most. Through insurance and financial products, we help people protect their lives, protect their families, protect their kingdoms.

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