

ASSET BASED LTC SPREADSHEET

This spreadsheet is intended for use as a guide, see company literature for details

Carrier	Genworth Life	Genworth Life	John Hancock	Liberty Mutual																		
Ratings	A.M. Best A S&P A	A.M. Best A S&P A	A.M. Best A+ S&P AA+	A.M. Best A S&P A																		
Assets	34.7 Billion	34.7 Billion	103.9 Billion	10.4 Billion																		
Product Name	TLC	TLCA Annuity	LifeCare	Estate Maximizer																		
Commission	All Ages – 8.0%	All Ages – 4.5%	All Ages – 8.0%	0-80 – 5.5% 81-85 – 2.75%																		
Issue Ages	18 – 79 NQ	18 – 79 NQ	30-75 NQ	0-85 NQ																		
Minimum Issue	\$50,000 NQ – 2&3 year ARB \$75,000 NQ – 4 year ARB	*\$36,000 NQ – 4yr 2x & 6yr 3x Benefit \$54,000 NQ – 6yr 2x Benefit (IPB available)	There has to be enough funds to satisfy a \$50k Death Benefit(NQ Only)	\$10,000 (NQ Funds Only)																		
Maximum Issue	*See Below	*\$576,000	*\$540k DB	See Below																		
Principal Guarantee	**Yes	No	Yes(1 st 6 months only)	Yes																		
Premium Listing	Single	Single	Single	Single																		
Free Annual Partial Withdrawal	**See Below	10% after year one	**See Below	10% after year one																		
Surrender Charges	10/10/10/10/10/10/10/10/10/10/8/6/4/2 - 14 years	7/7/7/6/5/4/3 7 Years	N/A	6/6/5/4/3/2/1 7 years																		
Minimum Rate Guarantee	3.5%	3%	***See Below	1%																		
LTC Waiting Period	90 Days(0 Days for Home Care)	***1 and 90 Days	90 Days	60 Days																		
Comments	<p>TLC is a Single Premium Universal Life Product with an Accelerated Benefit Rider(ABR) and an Extension of Benefit Rider(EBR)that Enhances your payment up to 500% for LTC</p> <p>-ABR can be 2,3, or 4 years -EBR can be 2yr, 4yr, or life</p> <p>Current Cash Value Growth: 4.25%</p> <p>*Max Issue = \$25k mo/max LTC w/out inflation or \$15k mo/max LTC w/inflation</p> <p>-Inflation options of 3% or 5% simple or compounded</p> <p>Reimbursement payout</p> <p>**Partial withdrawals and loans terminate the Return of Premium provision</p> <p>-Marriage Discounts</p> <p>-Normal Underwriting Only</p> <p>-Residual Death Benefit equals the lesser of: 10% of DB or \$25k minus 10% of any loans or withdrawals</p>	<p>*Maximum and minimum premium allowed depends on benefit combination;</p> <p><u>Period Multiplier Deposit</u></p> <p>4yrs 2x 36k-288k 6yrs 3x 36k-288k 6yrs 2x 54k-432k</p> <p><u>Inflation Protection</u></p> <p>4yrs 1.5x 48k-384k 6yrs 2x 54k-432k 6yrs 1.5x 72k-576k</p> <p>IPB (Inflation Protection Benefit) available – 3% or 5% increase of LTC benefit on compounding basis (decreases multiplier elected to 1.5% and 2% respectively)</p> <p>Rider charges depend on underwriting class and are deducted monthly from policy value</p> <p>Jumbo Rates: < \$150k = 3.25% 150k – \$299k = 3.65 \$300k 4.05</p> <p>***Different for CA, IL, TN, TX</p>	<p>LifeCare is a Single Premium Whole Life Product with an Accelerated Death Benefit and an Optional LTC Reserve that Enhances your payment up to 500% for LTC</p> <p>-Benefit Period between 2-7 years(6 and 7 year optimize LTC needs). Benefits based on age, gender, smoker rating, and premium amount</p> <p>-2 and 3 year option only for ages 71-75 & All NY -indemnity payout</p> <p>*Differs depending on Benefit Period Elected</p> <p>**Loan provisions are allowed but they are not recommended as any withdrawal from the policy voids all guarantees</p> <p>***Cash growth will be between 4 and 5 percent</p> <p>-Terminal Illness Rider = Client can access 50% of the DB if certified Terminally Ill and has a Life Expectancy of less than 1 year</p> <p>-Residual Death Benefit = \$5k for ages 0-70 if face amount is less at time of death.</p>	<p>Estate Maximizer is a Single Premium Whole Life Product that gives an asset based approach to fund LTC</p> <p>-Cash Value Grows at 1% -Loan Provisions</p> <p>-Client can walk away with the cash value after surrender period</p> <p>-Simplified "10 minute" Underwriting Available</p> <p>Access up to 90% of the Death Benefit if the client cannot perform 2 of 6 ADLs or sustains any Mental Impairment</p> <p>*Max Issue</p> <table border="1"> <tr><td>0-14</td><td>10,000</td></tr> <tr><td>15-19</td><td>20,000</td></tr> <tr><td>20-24</td><td>25,000</td></tr> <tr><td>25-34</td><td>30,000</td></tr> <tr><td>35-44</td><td>50,000</td></tr> <tr><td>45-59</td><td>75,000</td></tr> <tr><td>60-64</td><td>150,000</td></tr> <tr><td>65-80</td><td>200,000</td></tr> <tr><td>81-85</td><td>30,000</td></tr> </table> <p>*larger amounts available with normal underwriting</p>	0-14	10,000	15-19	20,000	20-24	25,000	25-34	30,000	35-44	50,000	45-59	75,000	60-64	150,000	65-80	200,000	81-85	30,000
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Product NOT approved in these states	WA, MA,PA	CT,FL,HI,MD,MA, MS,NH,NJ, NM,NY,OH,OR,PA,TN,VT (Similar Product for CA, IL, TN, TX)	FL, MN, PA, TX, UT, VT, WA	KY																		



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Carrier	Lincoln Financial	Nationwide	North American	State Life	State Life																								
Ratings	A.M. Best A+ S&P AA-	A.M. Best A S&P A	A.M. Best A+ S&P A+	A.M. Best A S&P AA-	A.M. Best A S&P AA-																								
Assets	119.8 Billion	10.4 Billion	8.4 Billion	2.8 Billion	2.8 Billion																								
Product Name	MoneyGuard Reserve	SPUL	Legacy SPWL	Annuity Care I	Annuity Care II																								
Commission	30-80 – 8.0%	35-80 – 5.5%	40-80 – 8.5% (33% reduction for ages 81-85)	0-75 = 5.75 76-85 = 3.75	All Ages = 6.5%																								
Issue Ages	30-80 NQ	35-85 NQ	40-80 Tobacco 40-85 Non Tobacco	50-85	40-80																								
Minimum Issue	There has to be enough funds to satisfy a \$25k Death Benefit(NQ Only)	\$10,000 (NQ Funds Only)	\$10,000 (NQ Funds Only)	*\$10,000 Q and NQ *(\$62k in WI and \$50k in CA and MN)	\$10,000 NQ Only																								
Maximum Issue	\$750k DB	*See Below	*See Below	\$300,000	\$300,000																								
Principal Guarantee	Yes	**Yes	**Yes	No	No																								
Premium Listing	Single or 3,5,7,10 pay	Single	Single	Single	Single																								
Free Annual Partial Withdrawal	*See Below	5% after year one	Loan provisions only	10% after year one	10% after year one																								
Surrender Charges	N/A	8/7.5/7/6.5/6/5.5/5/4/3/2 -10 years	12/12/11/10/9/8/7/6/4/2 -10 years	8/8/8/7/6/5/4/3/2 9 Years	9/8/7/6/5/4/3/2/1 9 Years																								
Minimum Rate Guarantee	**4%	3%	2%	3%	3%																								
LTC Waiting Period	***90 Days	60 Days	0 Days	7 Days	90 Days																								
Comments	<p>MoneyGuard Reserve is a Single Premium UL Product with an Accelerated Death Benefit(CCBR) and an Optional LTC Reserve(EOBR) that Enhances your payment up to 500% for LTC</p> <p>CCBR = Convalescent Care Benefit Rider EOBR = Extension of Benefits Rider</p> <p>-Benefit Period between 2-7 years(6 and 7 year optimize LTC needs). Benefits based on age, gender, smoker rating, and premium amount</p> <p>*Loan provisions are allowed but they are not recommended as any withdrawal from the policy voids all guarantees of the MoneyGuard Reserve Contract</p> <p>**4% Guarantee Cash Value primarily is used to cover cost of insurance and rider cost.</p> <p>***Waiting period waived for certain coverages</p> <p>-Residual Death Benefit = 10% of DB. Available even if all benefits are exhausted(not available in NY)</p>	<p>SPUL is a Single Premium Universal Life Product that gives an asset based approach to fund LTC</p> <p>**ROP only if no withdrawals or loans taken</p> <p>-Client can walk away with the cash value after surrender period</p> <p>-Simplified "10 minute" Underwriting Available</p> <p>-2% of DB as maximum monthly payment for qualifying LTC(Indemnity)</p> <p>-50% of DB avail for terminal illness</p> <p>-Residual DB = 10% of DB</p> <p>*Max Issue</p> <table border="1"> <tr><td>35-39</td><td>30,000</td></tr> <tr><td>40-44</td><td>35,000</td></tr> <tr><td>45-49</td><td>45,000</td></tr> <tr><td>50-54</td><td>60,000</td></tr> <tr><td>55-59</td><td>75,000</td></tr> <tr><td>60-64</td><td>100,000</td></tr> <tr><td>65-69</td><td>110,000</td></tr> <tr><td>70-74</td><td>125,000</td></tr> <tr><td>75-79</td><td>125,000</td></tr> <tr><td>81-85</td><td>125,000</td></tr> </table> <p>*\$250k max with traditional underwriting</p>	35-39	30,000	40-44	35,000	45-49	45,000	50-54	60,000	55-59	75,000	60-64	100,000	65-69	110,000	70-74	125,000	75-79	125,000	81-85	125,000	<p>Legacy (Index)SPWL is a Single Premium Universal Life Product that gives an asset based approach to fund LTC</p> <p>Rates: S&P: 7.65% Hang Seng: 8.00% Fixed: 3.75%</p> <p>**ROP = better of:</p> <ol style="list-style-type: none"> Cash Surrender Value Return of Premium Scheduled % rate State Non-Forfeiture Cash Surrender Value <p>LTC Benefits include an Accelerated DB for:</p> <ol style="list-style-type: none"> Chronic Illness = 24% of DB once every 12 months (2 of 6 ADLs) Terminal Illness = one time 50% lump sum of DB; up to 500k (Life expectancy of 2 years or less) <p>-Indemnity Payouts -5k residual DB</p> <p>*Maximum premium is limited by the Maximum Net Amount at Risk at issue</p> <table border="1"> <tr><td>40-65</td><td>250,000</td></tr> <tr><td>66-80</td><td>240,000</td></tr> </table> <p>(reducing by 10k according to age – to 100k at age 80)</p> <p>81-85 50,000</p>	40-65	250,000	66-80	240,000	<p>Annuity Care I is a Deferred Annuity that allows for monthly withdrawals for qualifying LTC events.</p> <p>-LTC fund grows at an applied rollup rate(currently 3.55%) that is guaranteed for 5 years and renews thereafter.</p> <p>3% AV Accumulation -LTC monthly payment is calculated as a certain percentage(currently 2.9%) of the current LTC benefit value.</p> <p>Base policy provides LTC fund for 36 months at no cost</p> <p>-options to purchase an additional 36 months or lifetime benefit(single premium, annual, or 10-pay)</p> <p>-Joint LTC coverage available.</p>	<p>Annuity Care II is a Deferred Annuity that allows for monthly withdrawals for qualifying LTC events with a built in Continuation of Benefits Rider(COB) that extends LTC benefits beyond the annuity value and is purchased through an insurance charge deducted monthly from the AV.</p> <p>-LTC fund grows at an applied rollup rate(currently 3.25%) that is guaranteed for 5 years and renews thereafter.</p> <p>3.10% AV Accumulation</p> <p>Base Policy = -24 months / single -30 months / joint</p> <p>COB Rider Options: 3,6, or 9 years</p> <p>-Option for Indemnity or Reimbursement LTC benefits</p>
35-39	30,000																												
40-44	35,000																												
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81-85	125,000																												
40-65	250,000																												
66-80	240,000																												
Product NOT approved in these states	UT, WA		AK,CA,CT,DE,IL,IN,ME,MD,MA,MN,MO,MT,NV,NC,OH,OR,TN,TX,UT,VT,VA,WA (chronic illness benefit not avail in FL)	CT, MT, NH, NY	CA,CT,FL,HI,IL,MO,MA,MN,MT,NV,NH,NJ,NY,OR,PA,TN,TX,UT,VT,VA,WA																								



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As of 08/23/10

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Carrier	State Life	State Life	State Life	United of Omaha
Ratings	A.M. Best A S&P AA-	A.M. Best A S&P AA-	A.M. Best A S&P AA-	A.M. Best A+ S&P AA-
Assets	2.8 Billion	2.8 Billion	2.8 Billion	12.9 Billion
Product Name	Asset Care I	Asset Care II	Asset Care III	Living Care
Commission	All Ages = 8% 8% on all additional rider costs	All Ages = 6.5% 8% on all additional rider costs	All Ages = 6.5% 8% on all additional rider costs	40-75 – 8% 76-79 – 6%
Issue Ages	Single: 40-80 Joint: 35-80	59 1/2-80 Spouse can be 40	59 1/2-80 Spouse can be 40	40-79 NQ
Minimum Issue	*\$10,000	*\$10,000 NQ Only	*\$20,000 Q Only	*\$20,000 Q
Maximum Issue	\$1.5mil DB	\$1.5mil DB	\$1.5mil DB	\$300,000 NQ
Principal Guarantee	Yes	Yes	Yes	No
Premium Listing	Single	Single	Single	Single
Free Annual Partial Withdrawal	**See Below	**See Below	**See Below	10% after year one
Surrender Charges	8/8/8/7/6/5/4/3/2 9 Years	8/8/8/7/6/5/4/3/2 9 Years	8/8/8/7/6/5/4/3/2 9 Years	9/9/8/7/6/5/4/3/2/1 10 years
Minimum Rate Guarantee	***4%	***See Below	***See Below	3%
LTC Waiting Period	60 Days for LTC	60 Days	60 Days	2 Years and 90 Days
Comments	<p>Single Premium Whole Life Policy with Accelerated Death Benefit for Qualifying LTC Expenses</p> <p>*Different for CA, MN, NC, WI</p> <p>**Accumulated interest withdrawal w/no surrender charge or Loans made at 4% net cost</p> <p>LTC monthly payment is calculated as a certain percentage of the total Death Benefit. Flexibility to choose from 3 options:</p> <p>-2% for 50 months -3% for 33 months -4% for 25 months</p> <p>-Options to purchase an additional rider to double the base policy or provide a lifetime of LTC benefit(single premium, annual, or 10-pay)</p> <p>-Joint LTC coverage available.</p>	<p>Single Premium Whole Life Policy with Accelerated Death Benefit for Qualifying LTC Expenses Funded by a Non-Qualified Annuity</p> <p>(Annuity Pays a 20-Pay Life Policy. Client receives a 1099 for each equal 20-pay distribution. Death Benefit is fully vested and tax free after year 20)</p> <p>*Different for CA, MN, NC, WI</p> <p>**10% from annuity, 2% from life insurance cash value, and loans mad at 4% net cost.</p> <p>***4% min on Life Insurance Cash Value. 3% min on Annuity Accumulation Value.</p> <p>See Asset Care I LTC Benefits, Qualifications, Riders, etc</p>	<p>Single Premium Whole Life Policy with Accelerated Death Benefit for Qualifying LTC Expenses Funded by an IRA or Retirement Plan</p> <p>(Annuity Pays a 20-Pay Life Policy. Client receives a 1099 for each equal 20-pay distribution. Death Benefit is fully vested and tax free after year 20. Satisfies RMD payments)</p> <p>*Different for CA, MN, NC, WI</p> <p>**10% from annuity, 2% from life insurance cash value, and loans mad at 4% net cost.</p> <p>***4% min on Life Insurance Cash Value. 3% min on Annuity Accumulation Value.</p> <p>See Asset Care I LTC Benefits, Qualifications, Riders, etc</p>	<p>Client receives 3x deposit amount as max lifetime benefit amount and a max daily benefit of 1/730th of AV at time of claim for LTC</p> <p>AV is reduced as LTC is needed until \$1 is left in AV, then U of O pays daily benefits up to max lifetime benefit</p> <p>Available Inflation protection available at additional charge = 5% daily benefit per year increase compounded (charge figured in upon simplified underwriting (phone interview and 12 prequalifying questions)</p> <p>Benefits can begin in 2 years after issue date and 90 day one time elimination period</p>
Product NOT approved in these states	MT, NJ, NY	MT, NJ, NY	MT, NJ, NY	CA,CT,DC, FL, HI, KS, MD, MA, MT, NH, NJ, NY,OH,OR, PA, TN,TX,VA,VT, WA



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