

LONG-TERM CARE INSURANCE

When you're considering long-term care insurance, you have a lot of options. Most policies provide similar coverage for long-term care services you receive at home, in an assisted living facility or nursing home.

But in addition to these similarities, there are some significant differences. That's why it's so important to make sure the policy you select works the way you want and need it to work when it's time to make a claim.



Underwritten by:
MUTUAL OF OMAHA INSURANCE COMPANY
3300 Mutual of Omaha Plaza
Omaha, NE 68175
mutualofomaha.com
800-775-6000

Policy form: ICC13-LTC13. This policy has exclusions, limitations, reductions and terms under which the policy may be continued in force, including the potential for an increase in premium. Benefits may be provided by a combination of the policy and riders and are subject to underwriting. A medical exam may be required. For costs and complete details, contact your agent/producer or the company.

This is a solicitation of insurance. You may be contacted by an insurance agent/producer.



Getting the Most from Your Long-Term Care Insurance Policy



Daily Benefit...or Monthly Benefit?

Some insurance companies offer long-term care policies based on a **daily** benefit amount. This is the maximum amount the policy will reimburse you each day for covered long-term care services you receive.

Mutual of Omaha's policies are based on a **monthly** benefit amount. This is the maximum amount you have available to you each month for covered long-term care services.

What's the Difference?

Take a look at two people with similar policies that pay differently.

John

Owns a long-term care policy that pays a \$100 maximum **daily** benefit

Sarah

Owns a long-term care policy that pays a \$3,000 maximum **monthly** benefit

While these policies may appear to be equal, the difference is significant.

Here's why:

When the need for long-term care arises, many people prefer to remain in their homes. So, let's assume John and Sarah both receive identical covered home care services three days a week for four weeks. At the end of the month, John has a substantial out-of-pocket cost while Sarah pays nothing.

How is that possible?

Both policies pay \$3,000 per month in benefits. But it's *how* these benefits are paid that can make a big difference.

Cost of Services	John's Policy \$100 Daily Benefit		Sarah's Policy \$3,000 Monthly Benefit	
Monday: \$100	Policy reimbursed: \$100	Out-of-pocket cost: \$0	Policy reimbursed: \$100	Out-of-pocket cost: \$0
Wednesday: \$150	Policy reimbursed: \$100	Out-of-pocket cost: \$50	Policy reimbursed: \$150	Out-of-pocket cost: \$0
Friday: \$250	Policy reimbursed: \$100	Out-of-pocket cost: \$150	Policy reimbursed: \$250	Out-of-pocket cost: \$0
Monthly Totals (based on services received three days per week for four weeks)	Total reimbursed: \$1,200	Total out-of-pocket: \$800	Total reimbursed: \$2,000	Total out-of-pocket: \$0

John's policy has a **daily** benefit, which means he is reimbursed up to the maximum amount allowed each day. So John receives \$100 per day in benefits even though on some days, his actual expenses for long-term care services are higher, leaving him to pay the difference.

On the other hand, Sarah's policy has a **monthly** benefit, so she is reimbursed for the actual cost of services she receives each day. The daily cost doesn't matter. She receives the entire amount, up to the maximum allowed for the month. So in this example, having a policy with a monthly benefit resulted in no out-of-pocket costs for Sarah. Her policy also paid more in total benefits.

This illustration portrays a situation our customers may have faced or could face. It does not represent an actual comparison of individuals.



An Important Consideration

A policy with a **monthly** benefit gives you greater flexibility to manage your long-term care expenses. Even if the amount of your reimbursable expenses fluctuates from day to day, you will be reimbursed for the entire amount as long as your total expenses for the month don't exceed your policy's maximum.

So, when you're trying to determine which long-term care insurance policy is right for you, it's important to consider how your policy benefits are paid. The difference between a daily and monthly benefit can be significant.

[Name]

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