



VIRTUAL EVENT

Securing Your Legacy:

Comprehensive Strategies with Life and Long-Term Care Insurance

February 28, 2024



NEWFRONT



Ladder



LTCI
PARTNERS, LLC

Agenda

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Welcome,
introductions &
audience poll

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Ladder: Life insurance
basics and coverage
strategies based on your
life stage

03

LTCI: Long-term care
basics and how to
support your overall
financial wellbeing
strategy

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Q&A



Speakers



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Outreach Lead
Ladder



Chris Mikschl
Head of Benefits
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LTCI Partners



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Let's start with a quick poll!



Life Insurance with Ladder



Janette Angelini
Outreach Lead
Ladder



Chris Mikschl
Head of Benefits
Partnerships
Ladder

What is life insurance?

A contract between you and a life insurance company that results in a payout to your beneficiaries, if you were to pass away.

In the context of legacy-building, life insurance plays an important role in the financial security of those we love, especially during prime earning years.

Things you need to consider

Term

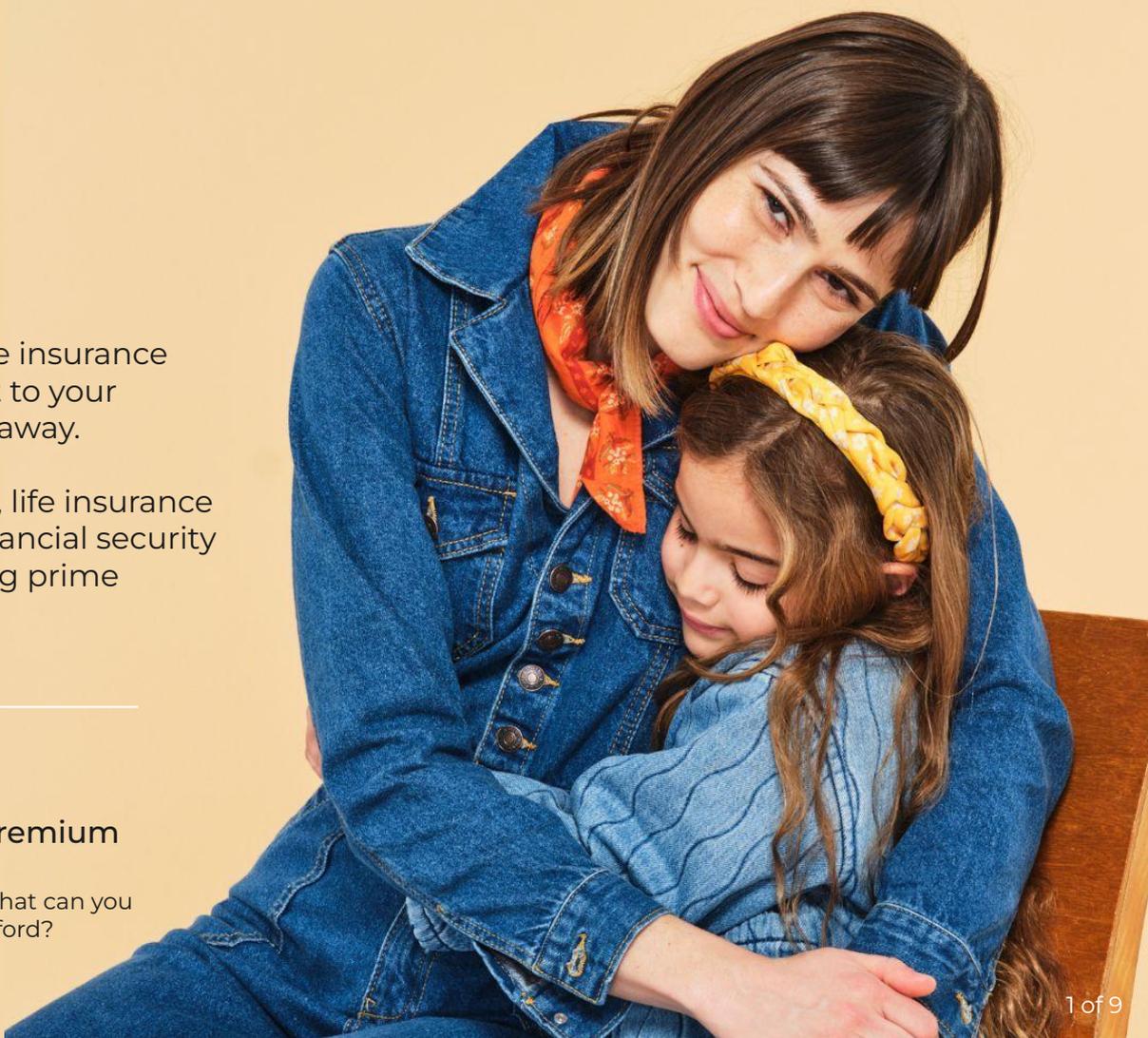
How long?

Face amount

How much coverage?

Premium

What can you afford?



Life insurance makes sense when...



Pay off a mortgage



Pay for your kids' education



Support aging parents



Maintain the lifestyle of your loved ones

Example customers



Lena

Female, 35, married
with two kids



Aliyah

Female 29, married,
no kids or parents
to support



George

Male, 42, large
mortgage, one child
or dependents

How much coverage do I need?

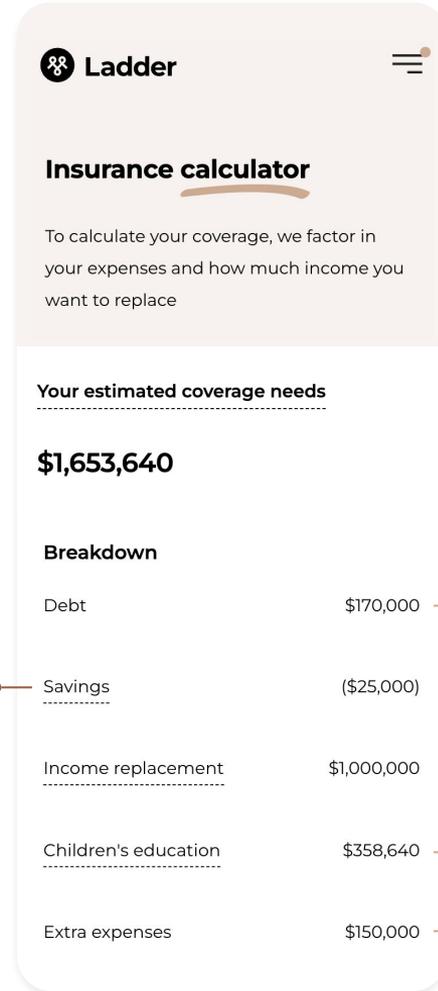
You want your coverage to cover the essentials (and beyond).

Find the price / coverage combo that feels right at ladderlife.com/calculator.

Then, subtract financial support

Accumulated savings

Existing life insurance coverage



First, look at

Your mortgage balance

Any other debt (like student loans)

Cost of college

Other expenses



Common myths on life insurance

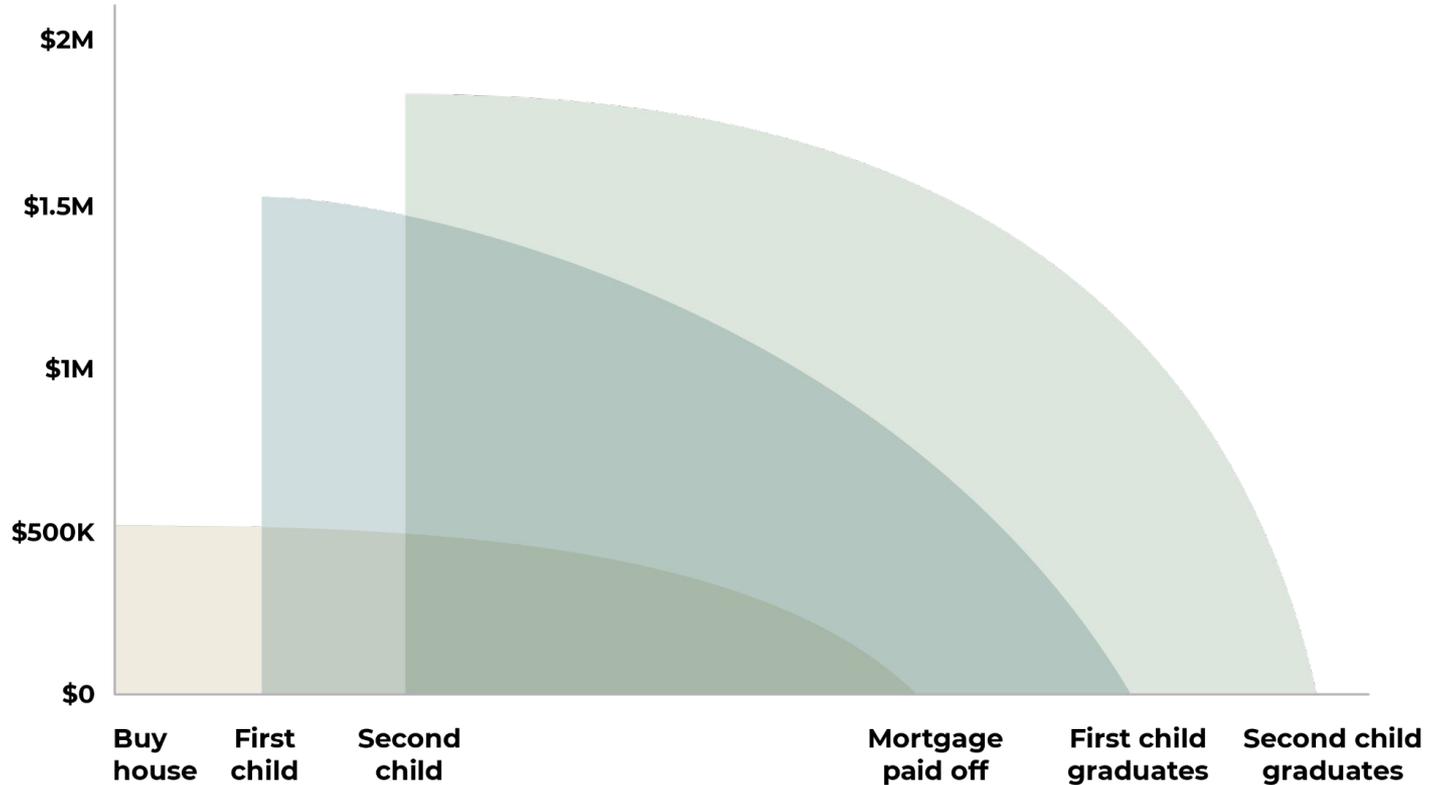
“I have a life insurance policy through work, so I don’t need more.”

“It takes too long to get it done.”

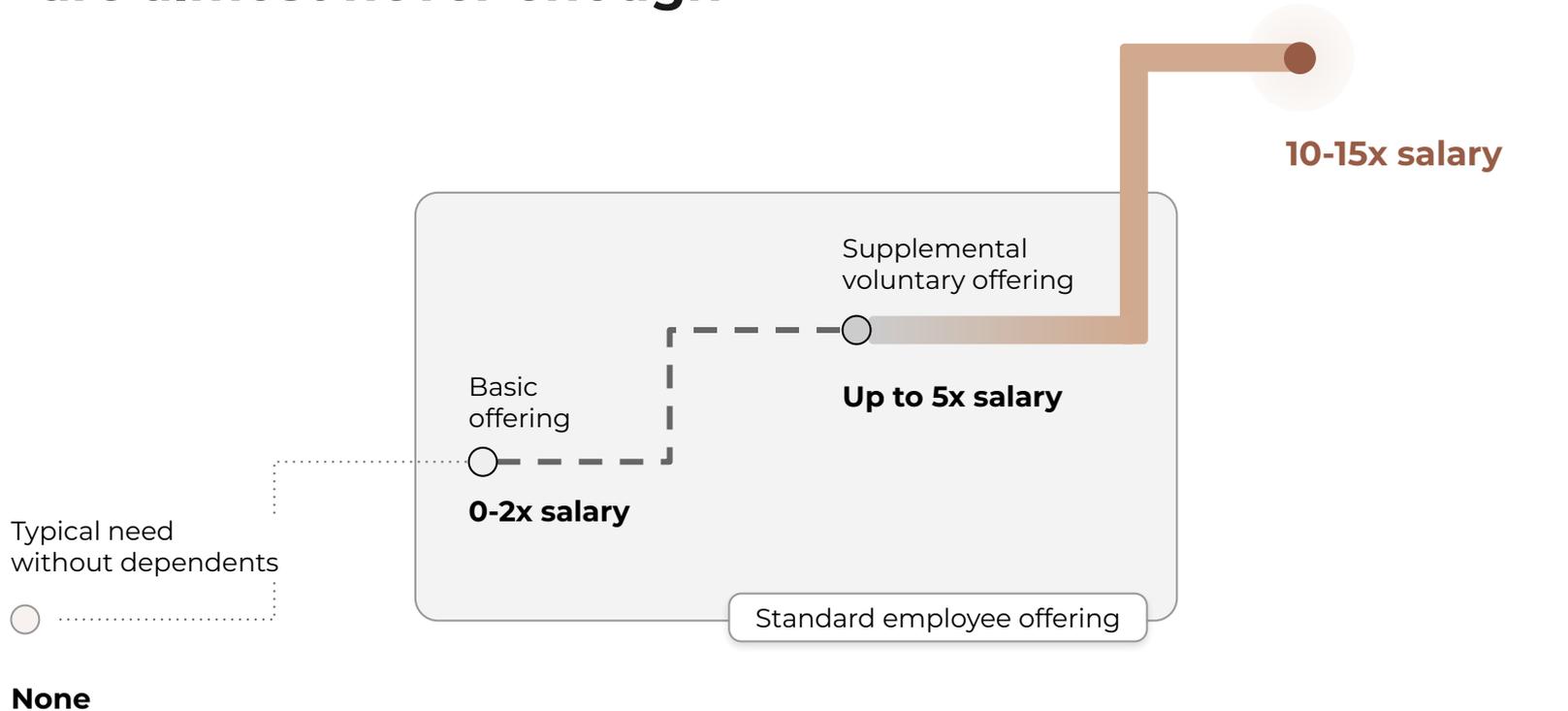
“If nothing happens to me, life insurance is a waste of money.”

“Life insurance is for older people. I’m young and healthy.”

Coverage that easily adapts as your needs change



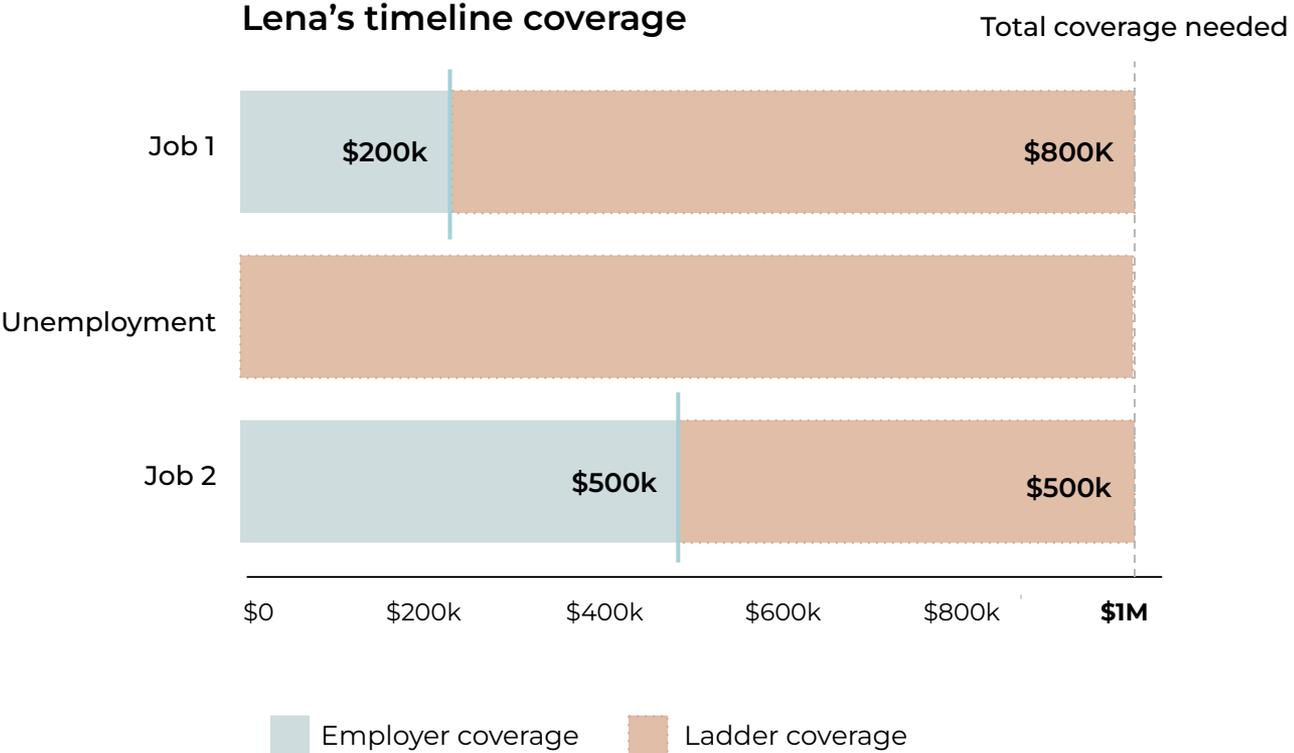
Employer life insurance benefits are almost never enough



Seamlessly right-size coverage through job changes



Lena
Female, 35
Married + two kids
Needs \$1M in coverage



Q&A

Questions? We're always here to help.

help@ladderlife.com

Apply through

ladderlife.com/newfront

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Long-Term Care with LTCI Partners



Steve Cain, CLTC®
National Sales & Business
Development Leader
LTCI Partners



What Is Long-Term Care (LTC)?

Personal care or supervision needed by persons of all ages for an extended period of time. LTC is associated with the effects of aging, but may be needed at any time, due to an accident or illness.

Some conditions that may require LTC:

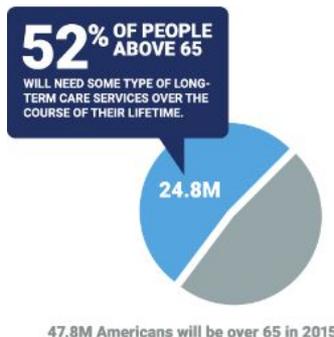
- Head Injury
- Stroke
- Cancer
- Parkinson's Disease
- Heart Disease
- Multiple Sclerosis
- Alzheimer's Disease / Dementia

Long-Term Care is a Financial Issue

Health Insurance and Disability Insurance do not cover LTC

10% of LTC claims are covered by Medicare

LTC insurance is 401K insurance.



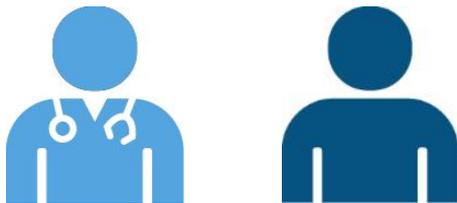
Sources: <https://www.pwc.com/us/en/industries/insurance/library/long-term-care-services.html>, <https://www.morningstar.com/articles/957487/must-know-statistics-about-long-term-care-2019-edition>, longtermcare.gov, US Department of Health & Human Services.

Long-Term Care is a Family Issue

Impact of LTC on families:

83% OF CARE

PROVIDED TO OLDER ADULTS IS DELIVERED
BY FRIENDS OR FAMILY MEMBERS



70%

OF CAREGIVERS SUFFER
WORK-RELATED DIFFICULTIES DUE TO
THEIR CAREGIVING DUTIES

20%

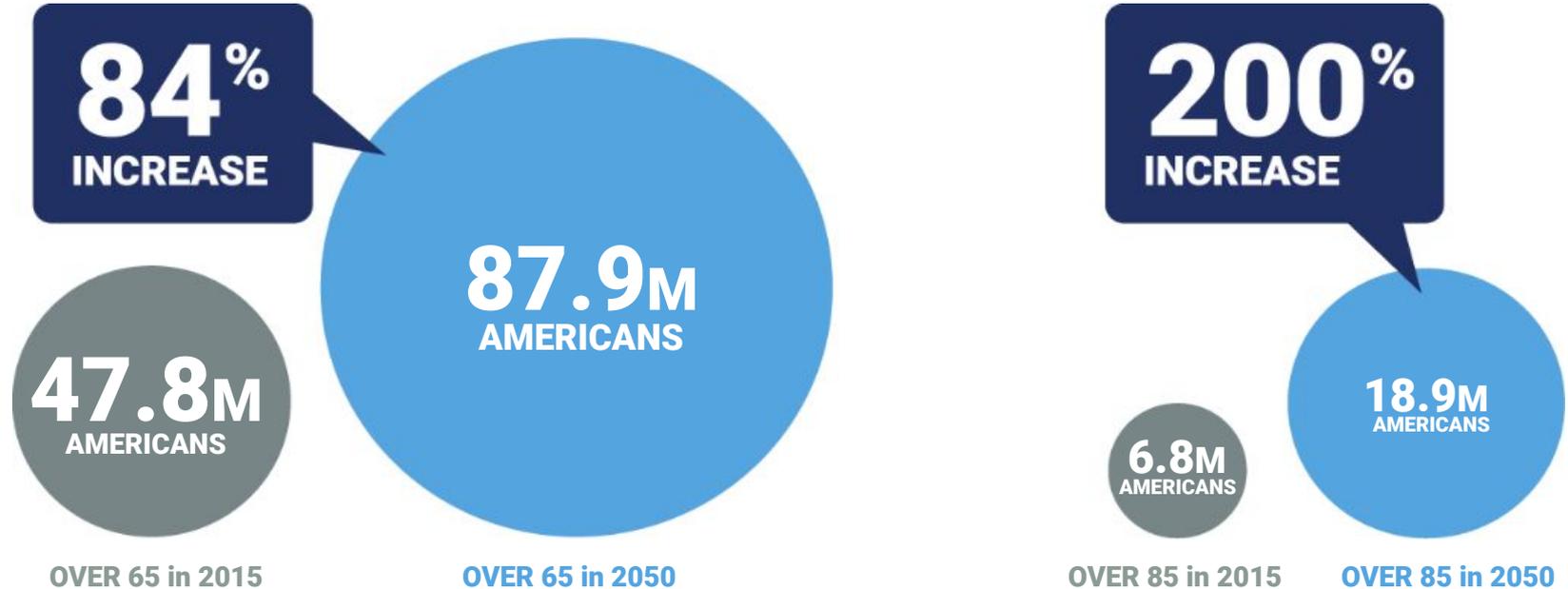
OF FULL-TIME EMPLOYEES LOSE
10+ HOURS PER WEEK DURING WORKING
HOURS TO HELP AN
AGING LOVED ONE

By planning, you are reducing the caregiving burden on your family.

Source: <https://www.morningstar.com/articles/957487/must-know-statistics-about-long-term-care-2019-edition>

Long-Term Care is a Growing Issue

Americans are aging



Source: <https://www.morningstar.com/articles/957487/must-know-statistics-about-long-term-care-2019-edition>

Risks to Your Financial Future

Are you prepared for the potential financial risks and the future consequences that might happen down the line?



Unexpected Health Event



Outliving Your Income



Passing Away
Financially Unprepared

Paying for LTC

Who pays for LTC? Will medical insurance cover it?

It's a common misconception that Medicare or Medicaid will cover all expenses. The truth is you'll need to be able to cover much of the costs yourself in the form of either cash or private insurance.

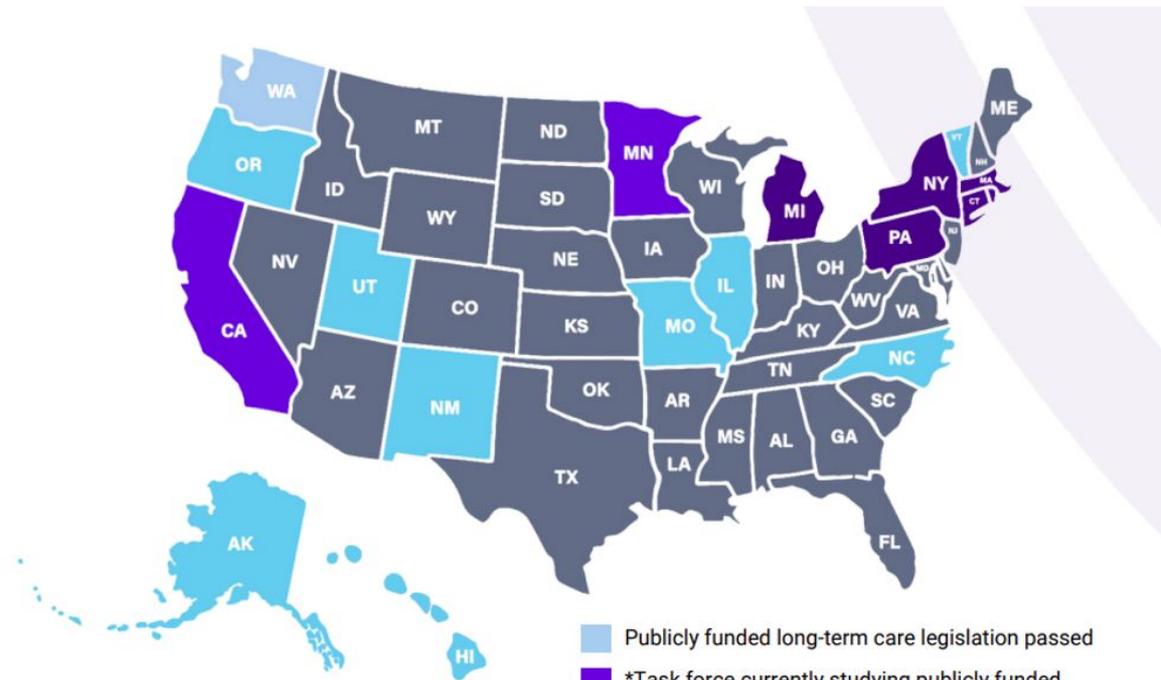
	MEDICARE	PRIVATE MEDIGAP INSURANCE	MEDICAID	YOU PAY ON YOUR OWN
Nursing Home Care	Days 0 – 20 – Pays in full if you're hospitalized for at least three consecutive days before entering a Medicare-approved skilled nursing facility. Days 21 – 100 – May pay for the difference between the total daily cost and a significant copayment if you continue to need skilled nursing care. Days 100+ – Does not pay	Days 21 – 80 – May cover a significant copayment if your nursing home stay meets all other Medicare requirements	Medicaid will pay for nursing home care. However, most individuals will not qualify for Medicaid in most states unless he or she has less than \$2,000 in countable assets	If you need only personal or supervisory care in a nursing home and/or have not had a prior hospital stay, or if you choose a nursing home that does not participate in Medicaid or is not Medicare certified. Also, if you need care beyond the 100 days Medicare is willing to pay
Assisted Living Facility (and similar facility options)	Does not pay	Does not pay	In some states, may pay care-related costs, but not room and board	You pay on your own except as noted under Medicaid, if eligible
Continuing Care Retirement Community	Does not pay	Does not pay	Does not pay	You pay on your own
Adult Day Services	Not covered	Not covered	Varies by state, financial and functional eligibility required	You pay on your own except as noted under Medicaid, if eligible
Home Health Care	Limited to reasonable, necessary part-time or intermittent skilled nursing care and home health aide services, and some therapies that are ordered by your doctor and provided by Medicare-certified home health agency. Does not pay for ongoing personal care or custodial care needs (help) with activities of daily living	Not covered	Pays for, but states have option to limit some services, such as therapy	You pay on your own for personal or custodial care, except as noted under Medicaid, if eligible

Source: LongTermCare.gov (Medicare and Medicaid), 2020

LTC Insurance Planning Options

	Traditional LTC Insurance	Hybrid Life + LTC	Life Insurance with Riders	Fixed or Indexed Annuities
What is it?	Help protect your clients' assets from costs incurred due to LTC and/or healthcare needs.	Help protect your clients' assets from costs incurred due to LTC care and/or home healthcare needs while retaining maximum flexibility.	Maximizes the death benefit while retaining moderate flexibility.	LTC options late in life for those with potential health concerns.
Benefits	<ul style="list-style-type: none"> • Inflation Protection • Care coordination benefit (“concierge healthcare”) • Tax deductible for business owners • Benefit usually not taxable 	<ul style="list-style-type: none"> • Standardized benefit trigger • Increases flexibility and provides benefits for an LTC event • Flexible payment options • Return of premium options (may be taxable) • Guaranteed premiums • Includes both life and LTC benefits 	<ul style="list-style-type: none"> • Potentially larger death benefits • Comparatively low premium cost for rider • Better suited to pay for benefits on a monthly basis, if needed 	<ul style="list-style-type: none"> • Limited or no medical underwriting • 1035 exchange of existing annuity could turn tax-deferred growth into tax-free LTC payments
Considerations	<ul style="list-style-type: none"> • Premiums may not be guaranteed • “Use it or lose it” premium (no cash value or return on premium) 	<ul style="list-style-type: none"> • Opportunity cost (if single premium option is selected) • Not the same tax advantages for business owners • Generally costs more than traditional LTC 	<ul style="list-style-type: none"> • If LTC is needed, reduction of death benefit • Typically no return of premium • Benefit triggers not standardized • Benefits typically determined at claim time • No inflation protection • Benefit may be taxable 	<ul style="list-style-type: none"> • Limited or no inflation protection • Typically no care coordination • No tax advantages for business owners • Benefit may be taxable

Why Plan “NOW” for LTC?



*There is no legislation or regulation implementing a publicly funded long-term care program at this time.

Why Plan “NOW” for LTC?

Consciousness about Healthcare

Now more than ever before (due to Covid), employees are concerned about their acute and long-term health.

While we all hoped we'd be past this pandemic by now, it seems as though we're going to have to live with it, so healthcare will continue to be front-of-mind for us.

Even after a record year in 2021, the industry has experienced growth in LTC Insurance sales in 2022.

Personal Experience

For years we've been talking about a demographic shift that would impact Baby Boomers. Well, it's finally here!

Most of us now have personal experience with Long-Term Care and understand the financial, caregiving and emotional challenges associated with these events.

People are now motivated to plan.

Financial Wellness

When thinking about retirement, healthcare is someone's #1 risk when it comes to protecting our income and lifestyles in retirement.

If you drill down further, Long-Term Care is the largest piece of this.

While most employers are helping their employees save and plan for their retirement, a Group LTC Insurance plan can help protect a 401(k) or other retirement plan.

Legislative Activity

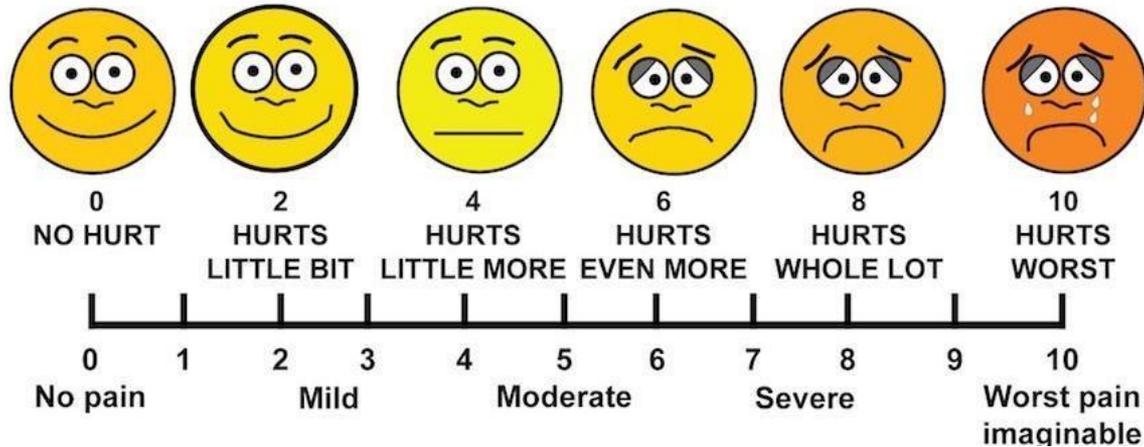
2022 and 2023 saw both state legislative activity, including a taxpayer-funded program in the state of WA.

Numerous states (including PA, NY, MN and CA) have created task forces/committees, have submitted bills to the legislature or are considering programs like this for all workers.

Planning with Individual or Group LTC Insurance is likely be a most robust & cost-effective alternative to any public program.

When do people usually plan for Long-Term Care?

PAIN MEASUREMENT SCALE



Q&A



Thank you

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If you would like to learn more about any of the topics covered today, please contact your Newfront service team (client) or employer representative.

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