


# How will your clients mitigate this modern risk?



The Crump Long Term Care Solution Center is here to help you navigate available options to help your clients address the possible need for long term care (LTC) and financial planning to pay for these services. Together, we can weigh the pros and cons of available products and find the right fit for your clients. Each of the following product types can be useful in covering the needs of your clients, mitigating the risks to their retirement savings, and protecting their family's future.

Type of LTC Coverage	Traditional LTC Insurance (LTCi)	Hybrid Life Insurance with LTCi	Annuity with LTCi	Life Insurance with LTCi Rider
How is the coverage used?	LTC coverage only  Helping to protect clients' assets from costs incurred due to the need for LTC, including home health care needs.	Combination LTCi and modest life insurance  Helping to protect clients' assets from costs incurred due to the need for LTC, including home health care needs, while retaining maximum flexibility.	Combination LTCi and annuity  Providing LTC options later in life, for those with potential health concerns.	Combination LTCi and significant life insurance  Maximizing the death benefit while retaining flexibility to address the costs associated with LTC.
Pros	<ul style="list-style-type: none"> <li>+ Care coordination (concierge healthcare benefit)</li> <li>+ Tax deductible to business owners</li> <li>+ Benefit usually not taxable to individuals</li> </ul>	<ul style="list-style-type: none"> <li>+ Standardized benefit trigger</li> <li>+ Increased flexibility and LTC benefit</li> </ul>	<ul style="list-style-type: none"> <li>+ Limited or no medical underwriting</li> <li>+ 1035 exchange of existing annuity could turn tax-deferred growth into tax-free LTC payments</li> </ul>	<ul style="list-style-type: none"> <li>+ Larger death benefits</li> <li>+ No premium increases</li> <li>+ Flexible premium payment and benefit payout options</li> <li>+ Comparatively low premium cost for the rider</li> <li>+ Better suited to pay for benefits on a monthly basis, if needed</li> </ul>
Cons	<ul style="list-style-type: none"> <li>- Premiums may not be guaranteed</li> <li>- Use it or lose it</li> <li>- Premium has no cash value and cannot be returned</li> </ul>	<ul style="list-style-type: none"> <li>- Opportunity costs (when single premium is selected)</li> <li>- Tax advantages to business owners are not the same as traditional LTCi</li> <li>- Generally costs more than traditional LTCi</li> </ul>	<ul style="list-style-type: none"> <li>- Limited or no inflation protection</li> <li>- Typically no care coordination</li> <li>- No tax advantages for business owners</li> <li>- Benefits may be taxable</li> </ul>	<ul style="list-style-type: none"> <li>- If LTC is needed there is a reduction of the death benefit</li> <li>- No inflation protection</li> <li>- Costs can be higher because you are paying for a death benefit</li> </ul>

 Contact your Crump Long Term Care Solution Center Sales Team at 800.678.4582 for more information on the ways your clients can help mitigate their risk presented by long term care.



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