

Living Care® Annuity Sales Solution



A single premium deferred annuity that pays long-term care benefits of up to 3X the annuity value...guaranteed.

Annuity/LTC or Life/LTC combo product?

Know the key differences.

Living Care® Annuity helps protect your client's retirement assets by providing up to three times the annuity value, at time of first claim, in long-term care benefits. But what about Life/LTC combo products? Which is a better fit for your client?

Life/LTC Advantage

If long-term care benefits are **not** used, the primary advantage of a Life/LTC product is the tax-free death benefit. With an Annuity/LTC plan, the payout upon death is taxed, but only on the portion that is "gain" over the initial annuity value.

With a Life/LTC plan, if long-term care benefits **are** used, they are paid tax-free. But so are long-term care benefits from an Annuity/LTC product.

Therefore, if your client is going to own both life insurance and deferred annuities, it's better to take long-term care benefits from an Annuity/LTC product, leaving the client's life insurance plan in place to provide a fully tax-free death benefit.

Annuity/LTC Advantages

There are several key advantages of using Living Care® Annuity to provide long-term care benefits:

- 1. Funding Resource:** Clients can transfer funds from an existing annuity to Living Care Annuity. They cannot transfer from an annuity to a life insurance plan.
- 2. Inflation Protection:** Long-term care benefit inflation protection is built-in with Living Care Annuity. As the annuity value grows, the maximum long-term care benefit available increases by **three times** the increase in annuity value. Additionally, the client can select the Inflation Protection Endorsement to ensure an annual increase of 5% in the long-term care maximum **daily** and **lifetime** benefit amounts.
- 3. Underwriting:** Fewer underwriting requirements for Living Care Annuity compared to life insurance plans make this product more accessible.

Also, when compared to Life/LTC plans, Living Care Annuity often provides more total available LTC coverage early in the plan and the advantage becomes more significant over time, when long-term care benefits are most likely to be needed.

Ultimately, the best fit for your client is a plan they can trust to protect their retirement assets for years to come. Mutual of Omaha's strong brand image among the senior market is another key advantage of Living Care Annuity.

For more information, contact:
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