

MutualCare[®] Solutions

Long-Term Care Insurance



P O R T F O L I O O V E R V I E W



MutualCare® Solutions

It's a new approach to long-term care insurance

The long-term care marketplace is changing...and we're changing right along with it. We developed the MutualCare® Solutions portfolio to allow consumers to protect a portion of their retirement assets while maintaining the viability and sustainability of the product line for years to come.

The MutualCare® Solutions portfolio contains two product packages underwritten by Mutual of Omaha Insurance Company – a name people know and trust.



MutualCare® Secure Solution

Traditional policy that gives people the security of knowing they have some measure of asset protection.

A good fit for:

- Customers who are looking for easy-to-understand benefit choices
- Agents who like a product with a simple design and traditional benefits

MutualCare® Custom Solution

Provides flexibility to manage LTC expenses and control how the dollars in the “account” are spent.

A good fit for:

- Customers who want to customize a policy
- Agents who are looking for a product with a strong premium solve capability

Two packages with some of the same great features

Both packages in the MutualCare[®] Solutions portfolio provide coverage for home health care, assisted living and nursing home care. They also contain many of the same features and benefits, including:

- **Cash benefit with no elimination period** – Provides cash to pay for any cost associated with long-term care expenses
- **The ability to switch between cash and reimbursement benefits** – Offers the flexibility and freedom to control care options from the first day of qualified need
- **Monthly benefit amount** – Allows greater flexibility to maximize policy benefits
- **Calendar-day elimination period** – Provides reimbursement benefits sooner
- **Stay-at-home features** – Offers multiple benefits to help keep people at home for as long as possible
- **Partner*-friendly benefits** – Includes benefits for partners* who purchase identical coverage
- **No cap on premium allowances** – Provides maximum savings by giving people all allowances they are eligible to receive

So, what's the difference?

We designed the MutualCare[®] Solutions portfolio to give your clients options for supplementing their out-of-pocket costs with benefits from a long-term care insurance policy. Rates for both packages are built on the same pricing structure. However, package selections and benefit choices like elimination period, benefit amount, inflation protection and other optional features impact the final premium.

MutualCare [®] Secure Solution	MutualCare [®] Custom Solution
Policy limit based on benefit multiplier	Policy limit based on pool of dollars
30 percent cash benefit built in	40 percent cash benefit built in
Basic optional features	Enhanced optional features <ul style="list-style-type: none"> • More inflation protection options • More partner* benefits • More return of premium options

MutualCare® Portfolio Overview

	MutualCare® Secure Solution	MutualCare® Custom Solution
Issue Ages	30-79	
Tax Status	Tax Qualified Only	
Partnership Qualified (based on state approval, age of the applicant and inflation option selected)	Yes	
Built-In Benefits		
Policy Limit	Benefit multiplier determines policy limit (benefit multiplier x maximum monthly benefit = policy limit) Options include 24, 36, 48 or 60 months	Pool of dollars determines policy limit Options include \$50,000 to \$500,000 in \$500 increments
Maximum Monthly Benefit	\$1,500 to \$10,000 per month in \$1 increments	\$1,500 to \$10,000 per month in \$50 increments (subject to monthly benefit and policy limit combinations)
Elimination Period	90, 180 or 365 calendar days	0, 30, 60, 90, 180 or 365 calendar days
Cash Benefit	30% of home health care benefit up to initial maximum of \$2,400 per month	40% of home health care benefit up to initial maximum of \$2,400 per month
Nursing Home Benefit	100%	
Assisted Living Facility Benefit	50%, 75% or 100% of maximum monthly benefit	
Home Health Care Benefit	50%, 75% or 100% of maximum monthly benefit	
Adult Day Care Benefit	Up to 100% of the monthly home health care benefit	
Stay-at-Home Benefits <ul style="list-style-type: none"> • Caregiver Training • Durable Medical Equipment • Home Modification • Medical Alert System 	Up to two times the maximum monthly benefit	
Bed Reservation Benefit for Nursing Home & Assisted Living Facility	30 days per calendar year	

MutualCare® Portfolio Overview

	MutualCare® Secure Solution	MutualCare® Custom Solution
Respite Care Benefit	1 month per calendar year	
Hospice Care Benefit	Pays maximum monthly benefit; no elimination period applies	
International Benefit	Maximum monthly benefit for up to 12 months	
Waiver of Premium <ul style="list-style-type: none"> • Nursing Home • Assisted Living Facility • Home Health Care 	Included; subject to eligibility requirements	
Alternate Care Benefit	Available when care coordination is used	
Optional Partner* Benefits		
Shared Care	Available	
Security Benefit	Available	
Joint Waiver of Premium	Not Offered	Available
Survivorship Benefit	Not Offered	Available
Other Optional Benefits		
Waiver of Elimination Period for Home Health Care	Available	
Nonforfeiture – Shortened Benefit Period (removes Contingent Nonforfeiture built into policy)	Available	
Return of Premium at Death (less claims paid) – Three Times Initial Maximum Monthly Benefit	Available	
Return of Premium at Death (less claims paid)	Not Offered	Available
Return of Premium at Death (less claims paid) – If Death Occurs Before Age 65	Not Offered	Available
Professional Home Health Care	Not Offered	Available

MutualCare® Portfolio Overview

	MutualCare® Secure Solution	MutualCare® Custom Solution
Inflation Protection		
Inflation Protection Options	Lifetime: 3%, 4% or 5% compound	Inflation Percentage: 1% to 5% compound in .25% increments
	20-Year: 3% or 5% compound	Inflation Duration: Lifetime, 20, 15 or 10 years
Inflation Protection Buy-Up Option	Not Offered	Available
Premium Allowances		
Partner* • Both Issued • One Issued	30% 15%	
Preferred	15%	
Association/Sponsored Group	5%	
Producer	5%	
Common Employer	5%	
Premium Payment		
Lifetime	Default	

* Partner is defined as spouses who are legally married, domestic or civil union partners, or adults in a serious, committed personal relationship intended to be lifelong who have shared a common residence for the most recent three years, are not married to or a domestic or civil partner of anyone else, and are not related in any way that would bar marriage.

Here's what it means for you

Not only do you have the ability to select the right policy to meet a client's needs and fit the premium into what might be an already tight budget, you also have a competitive advantage with Mutual of Omaha.

- **We have a long history of serving policyholders** – We've been paying claims to our policyholders since 1909, which means your clients can count on us to be here when they need us
- **We're a mutual company** – In fact, we're the oldest mutual company in the LTCi marketplace. As a mutual company, we're not focused on short-term, quarterly results that often characterize publicly-traded companies. Instead, every business decision is made with the long-term needs of our policyholders in mind
- **We're a household name** – People who already know and trust the company you represent will feel comfortable with your recommendation and confident in their decision to buy from you
- **We're strong, stable and secure** – Year after year, we earn high marks from the leading industry rating organizations for our overall financial strength and ability to meet ongoing obligations to our policyholders
- **We're committed to LTCi** – We're not going anywhere. After more than a quarter century of LTCi sales, we remain committed to helping people plan for their LTC needs

Want to learn more?

- Contact our Sales Support team at sales.support@mutualofomaha.com
- Visit our website at www.yourchoiceforLTC.com
- Log on to Sales Professional Access





Long-Term Care Insurance underwritten by:

MUTUAL OF OMAHA INSURANCE COMPANY

Mutual of Omaha Plaza

Omaha, NE 68175-0001

mutualofomaha.com

1-800-775-6000