

**ACCELERATE** 



# Insuring peace of mind with Trustmark life and long-term care



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### **Agenda**

### Today we will discuss...

- Life insurance with long-term care
  - Trustmark Universal Life, LifeEvents®
  - EZ Value
- Trustmark Life + Care<sup>®</sup>
- Key takeaways







## Life insurance with long-term care

Innovative products



# Trustmark life insurance products

### **Universal Life with Long-Term Care**

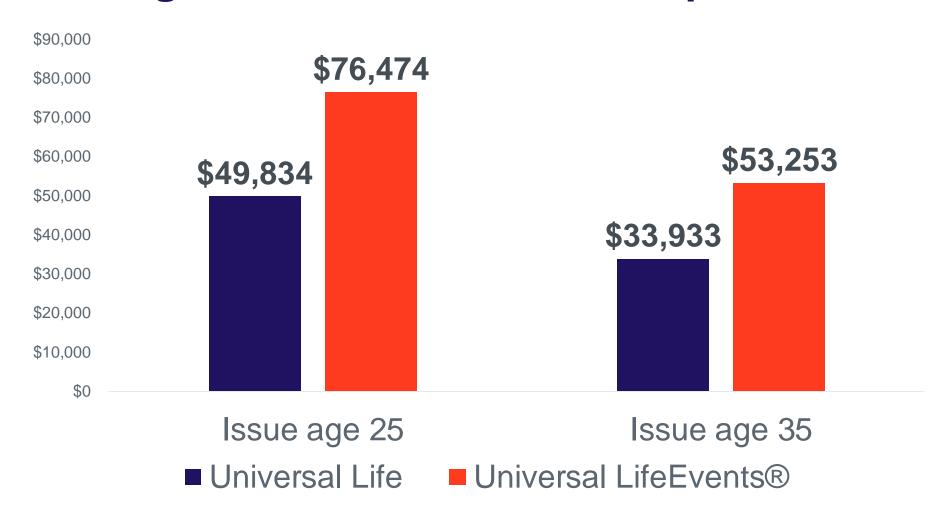
- Flexible death benefit, premium, cash value
- Benefits are available as both death benefits and living benefits

### **Universal LifeEvents® with Long-Term Care**

- Higher death benefit during working years when expenses are high (reduces at age 70)
- Higher living benefits for long-term care remain



# Universal Life & Universal LifeEvents® with Long-Term Care with \$8/week premium



## Long-Term Care (LTC) benefits

- Death benefit accelerates 4% per month for up to 25 months
- Supplements the cost of assisted living, home healthcare, adult daycare, nursing home care

### LTC benefit triggers

- Triggered when assistance is required for 2 of 6 activities of daily living (e.g., eating and dressing)
- Triggered for cognitive impairment (e.g., Alzheimer's or nervous diseases)





## Long-Term Care (LTC) benefits

### **Death Benefit Restoration**

Restores the death benefit used to pay for LTC

### **Extension of LTC**

Extends your LTC benefit up to 25 months

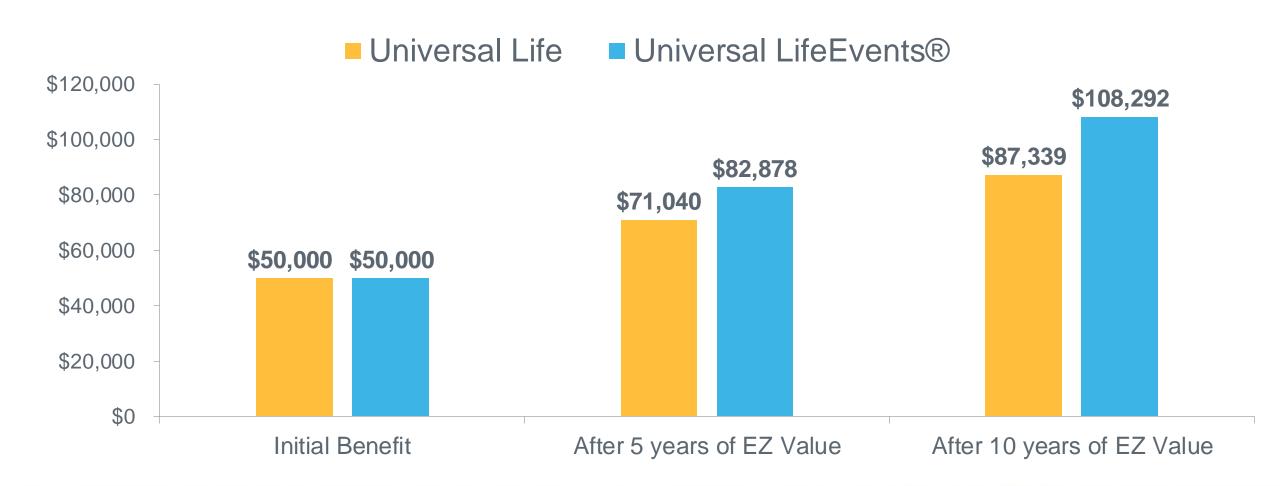
### **Extension + Restoration**

Triples the policy value



### **How EZ Value works**

35-year-old I \$50,000 policy I LTC Rider included I \$1 increase/wk.



# Trustmark Universal Life and LifeEvents®

### **Guaranteed Issue**

Percent seen requirement

### **Eligibility Age**

- Universal LifeEvents®: 18 to 64
- Universal Life: 18 to 75



## Trustmark Universal Life and LifeEvents®

### **Modified/Simplified Guaranteed Issue**

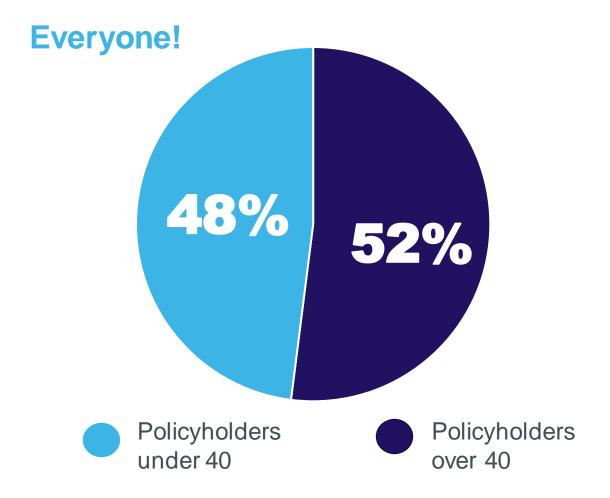
2-5 health questions

### **Fully Portable**

 Employees can keep the same coverage at the same issue age rates when they retire or change jobs



### Who is purchasing?



Industry	Policy Year 1
Education	31%
Office work	19%
Healthcare	17%
Retail/Sales	13%
Public Admin	9%
Manufacturing	7%

# What are employees purchasing?

**Product purchased** 

62% Universal LifeEvents®

27% Universal Life

11% Child UL

Rider	Policy Year 1
Long-Term Care	95%
Benefit Restoration	95%
EZ Value	39%
Extension of Benefits	37%





### The basics

### Trustmark Life + Care with Long-Term Care or Chronic Care

- Permanent life insurance to age 121
- Issue age with level premium
- Premiums and benefits are fully guaranteed
- Extended term or reduced paid-up benefit if lapse after 10 years
- Guaranteed issue spouse & child term riders

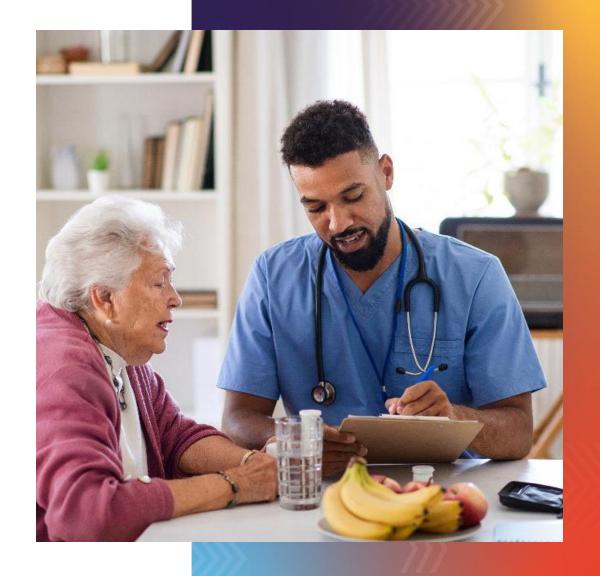




### **Trustmark Life + Care**

### Can be sold with Chronic Care or qualified LTC benefits

- Locked-in rates
- Qualified LTC benefits qualify as accelerated death benefits under 7702B
- Chronic Care benefits qualify as accelerated death benefits under 101(g)





### Life + Care has it all

### The value that adds up

Flexibility to choose who provides care — for how long and how benefits are received.

#### **Professional Care**

4% monthly benefit

#### **Family Care**

2% monthly benefit

#### **Death Benefit Restoration**

Restores the benefit that is reduced to pay for care

#### **Extension of Benefits**

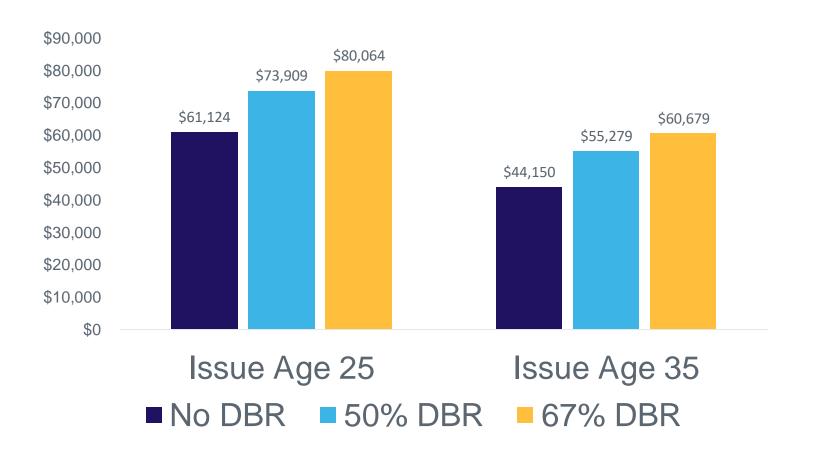
Can double the care benefits for professional and/or family care

Death benefit reduction	LOVALS
Death benefit reduction	IC V CIO

50% 67%

LTC or Chronic Care benefits remain level for the life of the policy

### **TLC** purchase with \$10/week premium

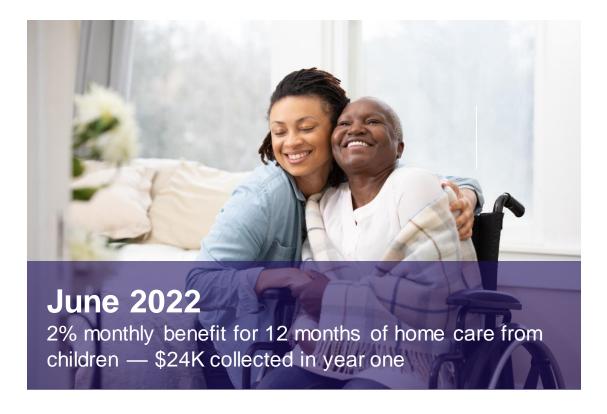


Face amount purchased for \$10/week with LTC or Chronic Care benefits for both Professional Caregiving (4%) and Family Caregiving (2%)



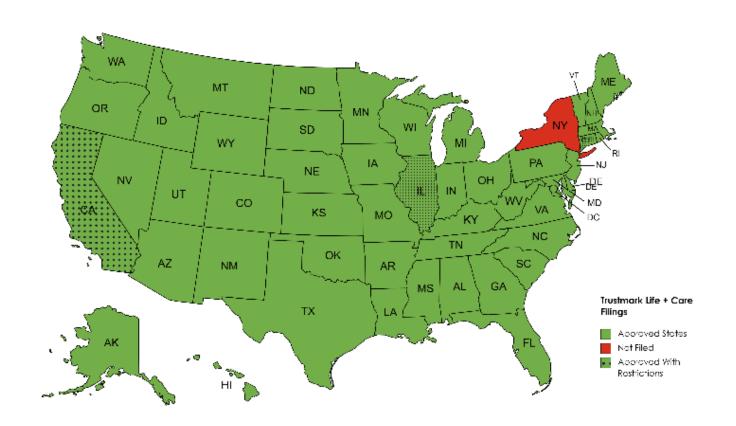
### Let's take a look at this scenario...

A policyholder had a stroke in March of 2022. Receives care from children at home. After 12 months of increasing difficulty, a home healthcare worker is hired.



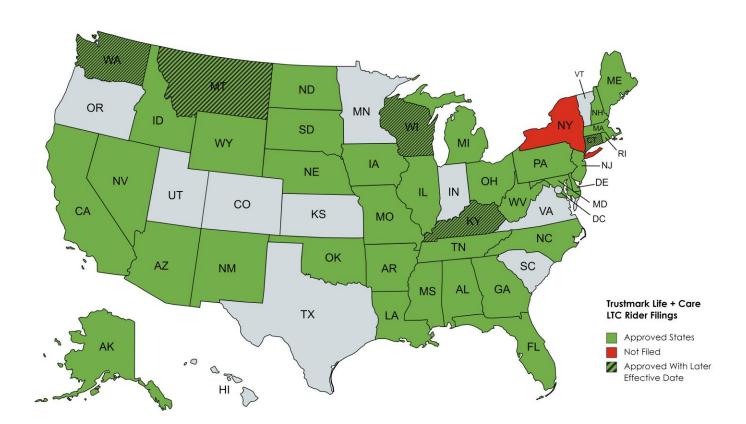


# Trustmark Life + Care with Chronic Care is available in all states but NY





# Trustmark Life + Care Qualified LTC is widely available





### **Key takeaways**

- Younger generations are beginning to invest in life insurance
- Employees are interested in LTC benefits now more than ever
- Trustmark Life + Care can be sold with Chronic Care or Qualified LTC benefits



Choose the right life and long-term care product to meet your clients' needs

Monday, Feb 5<sup>th</sup> Sea Cliff 2:25 – 3:00 PM Changing the narrative on life and long-term care

Monday, Feb 5<sup>th</sup> Twin Peaks 3:10 – 3:45 PM

# Interested in continuing the conversation? Join us for our Product 201 and 301 sessions!



## PC24 Trustmark Producer Conference

## Thank you!



