



# Help protect your future from one of life's uncertainties

**GROUP LONG TERM CARE INSURANCE PROGRAM**  
Underwritten by Genworth Life Insurance Company



# Plan today

*In these uncertain times, it is often difficult to manage your plans for the future. You may dream about enjoying time with family and friends, taking vacations, pursuing hobbies and living a comfortable and fulfilling life.*

But, are your plans adequately protected from the impact of an unforeseen accident, illness or chronic disease?

An unexpected long term care event could require you to spend savings and assets you've earmarked for other things like retirement.

During the University of Delaware initial enrollment period, you have a chance to get the facts — and decide whether long term care insurance might be a simple way to add some certainty to your financial future.

## **Living longer has its own set of challenges**

Medical advances help us live longer, but a longer life can bring with it a greater chance of needing some kind of help in the future.

An accident, illness, stroke, or chronic disease can happen at any age. And if it happens to you, you might need long term care.

## There is an affordable solution

The costs for long term care services are high and keep rising. Each year, Genworth commissions CareScout® to conduct a cost of care study. The costs shown below — and throughout this booklet — are from the Genworth 2011 Cost of Care survey, conducted by CareScout.

Today, in [Metro area, State]/State], it costs about \$[XX]/hour to have a licensed non-certified aide come to your home. If you need around-the-clock care, a private room in [a/an] [Metro Area, State/State] nursing facility averages \$[XX,XXX] a year. Since typical stays can average three years<sup>2</sup>, your care could cost hundreds of thousands of dollars.

Where will the money to pay for care come from — your savings, your family, the government? These are options most of us would prefer not to rely on.

### [METRO AREA, STATE/STATE] COSTS OF CARE\*

	ONE YEAR	THREE YEARS OF CARE	
COST	CURRENT	CURRENT	IN 25 YEARS**
HOME CARE	\$ [XXXX]	\$ [XXXX]	\$ [XXXX]
ASSISTED LIVING FACILITY	\$ [XXXX]	\$ [XXXX]	\$ [XXXX]
NURSING HOME FACILITY	\$ [XXXX]	\$ [XXXX]	\$ [XXXX]

\* Home Care is based on the cost of 44 hours of care provided by a licensed home health aide @ \$[XX.XX] per hour. Assisted Living Facility is based on one bedroom with a single occupancy rate. Nursing Home Facility is based on the private room rate.

\*\* Projected cost for the year 2038 based on long term care costs increasing 7% each year.

<sup>2</sup> Genworth Life Insurance Company, business operations information, 12/1974 through 12/2011.

# Reality check

## Are you covered?

There are many myths and misconceptions about long term care and long term care insurance. Knowing the realities might help you decide whether insurance should be part of your plan.

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MYTH:

*“My insurance will cover me...”*

**REALITY:** Health and disability insurance were not designed to cover the costs for long term care.

- Health insurance is designed to cover short-term acute care such as hospital stays, operations, prescription drugs, and doctors visits, but usually pays little or nothing toward long term care.
- Disability insurance is designed to replace your income and is usually needed to pay for basic living expenses.

MYTH:

*“My friends and family will take care of me...”*

**REALITY:** Caregiving is very difficult. People who go through it are often unprepared for the physical and emotional strain. Consider these issues as you think about whether relying on friends and family would be a good option for you.

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<sup>3</sup> U.S. Department of Health and Human Services, National Clearinghouse for Long Term Care Information, Updated October 22, 2008.

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MYTH:

*“The government will pay for it...”*

**REALITY:** Government programs like Medicare and Medicaid may cover some long term care expenses, but there are limitations:

- Medicare is designed to cover healthcare and has significant limitations when it comes to covering long term care.
- Medicaid does pay for long term care but requires recipients to first use most of their assets and income to pay for care.

Many of us question whether these government sponsored programs will be there when we need them.

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MYTH:

*“My savings will cover the cost...”*

**REALITY:** Your savings and investments may pay for some of your long term care needs. However:

- You are likely planning to use your savings for other purposes.
- You could need long term care services before you have saved enough money to cover those expenses.

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MYTH:

*“Long term care insurance is too expensive...”*

**REALITY:** Coverage to help you address the costs of long term care services may be more affordable than you think — especially if you start early, during your working years.

You can choose a plan to fit your needs, selecting just the features and benefits that are valuable to you.

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## LONG TERM CARE SITUATIONS CAN RESULT FROM:

- BROKEN BONES
- ILLNESSES LIKE MULTIPLE SCLEROSIS
- DISEASES LIKE ALZHEIMER'S OR PARKINSON'S
- STROKES OR OTHER CHRONIC CONDITIONS

## **What does long term care insurance cover ?**

Long term care insurance helps to reimburse the expenses you incur for qualified long term care services received at home, in the community or in a nursing facility. You may qualify for these benefits if you need help performing any two of the following everyday activities: bathing, dressing, eating, continence, toileting or transferring. You may also qualify for benefits if you suffer from a severe cognitive impairment requiring substantial supervision.

## **Long term care insurance can help you gain control**

Long term care insurance can be a practical and affordable way to pay the high costs of long term care services. It may also help you:

- Maintain control over how you spend your savings.
- Have more choice in who provides your care and where you receive it.
- Afford higher quality care for a longer period of time.
- Provide greater certainty and control of your future in an otherwise uncertain world.

*This Program offers comprehensive long term care coverage for [John Smith] starting at \$[xx.xx] per month.\* This plan would provide you with up to a \$100 Daily Benefit and \$109,500 in Total Coverage.*

**Can you pay for long term care out of your savings?**

Let’s continue the example above. If you invested your monthly premium of \$[XX] at 7% (after tax) instead of purchasing insurance, you’d be able to save \$[X,XXX] [over the next 25 years. While that might seem like a lot, that may not be enough to cover [even a/[X] year[s] in [a/an] [Metro Area, State/State] nursing facility.

On the other hand, if you decide to purchase insurance, as soon as your coverage goes into effect, your monthly premium would give you access to \$109,500 of Total Coverage for covered long term care expenses.

	TODAY	IN 25 YEARS
BUY INSURANCE COVERAGE	\$109,500	\$109,500**
INVEST THE PREMIUM	\$[XX.XX]	[\$[AA,AAA]

By selecting long term care insurance as one of your employee benefits, you can cost-effectively strengthen your financial plan and help preserve your hard-earned savings for the things that matter most to you. To learn more about the details of this Program, including costs, benefits and any restrictions that apply, visit the University of Delaware website at [www.genworth.com/groupitlc](http://www.genworth.com/groupitlc) or call 800 416.3624.

\* \*Based on your age of [XX] as of 10/01/14. These premiums are not guaranteed, and the insurer has the right to change rates in the future.

\*\*This amount can grow over time to help your coverage keep up with the cost of care if you select a benefit increase option. There is an additional premium for these options.



# Help protect tomorrow

## **Advantages of the University of Delaware Group Long Term Care Insurance Program**

This Group Long Term Care Insurance Program enables you to:

- Obtain a valuable benefit at competitive group rates.
- Benefit from an easy application process, with streamlined underwriting.<sup>4</sup>
- Keep your coverage with you. If you leave the group and pay the premiums when due — it's fully portable.
- Easily tailor a plan to fit your needs and your budget.
- Include your spouse and other family members in this valuable Program.

The University of Delaware dedicated website and the information kit contain all the details of this Program, including costs, benefits, and any restrictions that may apply. Take time to review them so you can decide whether this Program is right for you.

<sup>4</sup> With this Group Long Term Care Insurance Program, you have streamlined underwriting if you are an eligible full-time actively-at-work employee under age 70 and apply before 11/21/2014. This is a limited time offer and will not be available each year with the same terms.



## **A name you can trust**

Genworth Life Insurance Company (Genworth Life) has been selected to provide Group Long Term Care Insurance for University of Delaware employees and their families. Genworth Life was chosen based on its long term care experience, leadership and commitment.

With more than 35 years of experience and over one million policyholders, Genworth Life is a long term care industry leader and has been recognized as the fastest growing provider of group long term care insurance.<sup>5</sup>

Genworth's commitment can be seen in its:

- Multi-million dollar partnership with the Alzheimer's Association to help find a cure.
- Annual Cost of Care survey, to help make people aware of just how much they could spend on long term care.
- Leadership in shaping public policy with federal, state and local governments to address the growing financial issues Americans may face in long term care situations.

The Genworth family of companies is dedicated to outstanding claims servicing. This servicing includes access to negotiated discounts for long term care providers and a network of care coordinators who can assist with planning for long term care in your community. Genworth Life will be your resource when you need it most — at time of claim.

<sup>5</sup> LIMRA's 2010 Total Long-Term Care Insurance Market Report.

## Benefit Eligibility, Limitations and Exclusions

To understand the benefits and features available to you under this Program go to [www.genworth.com/groupltc](http://www.genworth.com/groupltc) (Group ID **UDelaware** and Access code **groupltc**) or call **800 416 3624**. A brief summary of the limitations and exclusions that may apply appears below.

**Eligibility for Benefits:** Your Group Program can reimburse you, up to your plan limits, for the costs of covered long term care services. You qualify for reimbursement when you need assistance with 2 or more everyday activities which include bathing, continence, dressing, eating, toileting, and transferring out of a bed, chair or wheelchair, and the need is expected to last for at least 90 days; or when you need substantial supervision due to a cognitive impairment, such as Alzheimer's disease. A licensed health care professional must confirm your condition. The services must be part of your plan of care from a licensed health care professional.

**Limitations and Exclusions:** As with any insurance program, certain limitations apply. Charges that are not covered include those for services: • for which no charge is made • received outside of the United States • provided by your immediate family except as covered under the Informal Care benefit • for which benefits are payable by a Worker's Compensation or occupational disease act or law • provided by a Veteran's Administration or other federal government facility, unless a valid charge is made. Charges are also not covered if they are for services that are required because of: • war or an act of war • attempted suicide or self-inflicted injury • your participation in a felony, riot or insurrection • alcoholism or drug addiction.

**Pre-Existing Conditions Limitation:** Covered expenses incurred for any care or confinement that is a result of a pre-existing condition when the care or confinement begins within 12 months following your initial certificate effective date will not be covered. A pre-existing condition means a condition (illness, disease, injury or symptom) for which medical advice or treatment was recommended by, or received from, a health care professional within six months prior to your initial certificate effective date. If you're required to answer questions about your health as part of your application, this pre-existing conditions limitation will not apply to you.

**Other Limitations on Benefits:** Benefits under the Program coordinate with other group long term care insurance meaning that the sum of all benefits you receive will not exceed the actual charges. And, benefits will not duplicate benefits received under another insurance program such as: • Medicare • any state or federal worker's compensation, employer's liability, or occupational disease law • any other federal, state or government health care or long term care program, or law except Medicaid.

This is a summary of the limitations and exclusions. State variations may apply. The specific language may vary or change the impact of the exclusion. For example, in Oklahoma, the reference to war or act of war is qualified as "war or act of war, while serving in the military service or any auxiliary unit attached to the service..." Check your Outline of Coverage for complete details and any state variations that apply.

### **Take the next step!**

Deciding on a long term care insurance program may not have been at the top of your priority list, but here are three reasons you should look into this coverage now:

1. You may not get a chance like this again. This is a limited time offer and will not be available each year with the same terms.
2. You'll never be younger, so the rates for this Program will never be lower.
3. If you wait, you take the risk that you may develop a health condition that keeps you from qualifying.

A few minutes is all the time it takes to get the facts, run a quote and enroll.

### **For details about this Program and to enroll online:**

- Go to [www.genworth.com/groupltc](http://www.genworth.com/groupltc), use Group ID: **UDelaware** and Access Code: **groupltc** or
- Call **800 416.3624**  
A Program expert will be available to answer your questions and send you a free information kit.

## **GROUP LONG TERM CARE INSURANCE**

Underwritten by Genworth Life Insurance Company

This brochure contains information about long term care and long term care insurance. It is part of the announcement of a Group Long Term Care Insurance Program now available to you. Other material is available to you concerning the benefits, features, limitations and exclusions of the Program.

This material is part of a solicitation for Group Long Term Care Insurance under Group Policy number 13063 issued to the University of Delaware, on policy form series 7053, underwritten by Genworth Life Insurance Company. Form numbers can vary by state, including a state specific variation. For example, In Idaho, the certificate form number may read 7053CRT ID, and in Pennsylvania, 7053CRT PA.

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