

LTC ADVISOR SAMPLE POLICY COMPARISON
Selected from 118 policies

(Note: you can choose any or all policies and any or all features to compare)

	ABC Life Co	Reliable Life	Perpetual Life
	Best Care 300	Preferred 200	P7988
OVERVIEW OF PLAN			
The parent or holding company if any	ABC Holdings, Inc	Universal Financial	U.S. Fidelity Inc
When was the policy first issued?	Jun-03	Jul-03	Oct-03
When did the company first write comprehensive LTC insurance?	1991	1989	1987
The company's total inforce LTC premium in millions as of 12/31/2003.	162	1,494	1095.6
Insurer's assets in millions as of 12/31/2003.	41,676	103,900	101,648
Is the policy offered in a noncomprehensive version, such as Facility Only or Home Care Only?	None	None	None
When was the policy information last reviewed by the company?	Apr-05	Apr-05	Apr-05
Is the policy tax qualified under Federal regulations?	Yes	Yes	Yes
What are the youngest and oldest issue ages for the policy?	18-84	18-79	18-84
FINANCIAL RATINGS			
Standard & Poor's Rating	AA-	AA-	AA
Moody Rating	A2	Aa3	Aa3
A.M. Best Rating	A+	A+	A++
Fitch Rating		AA-	AA
PREMIUMS & DISCOUNTS			
If the premium depends on the health status or lifestyle of the insured, what are the different classes?	Preferred Plus,Preferred,Standard,Select I,II	Preferred, Standard Preferred discount is 20% but limited to 10% if couples discount applies.	Preferred,Select,Class I,II. Combination of good health and partner discount limited to 40%.
What is the spousal discount if 2 apply/ 2 insured; 2 apply/1 insured; 1 apply/1 insured?	30%/15%/15%	40%/25%/0%	30%/15%/15%
What is the discount for 2 unrelated people living together if 2 apply/2 insured, 2 apply/ 1 insured, 1 apply/1 insured?	0%/0%/0%	40%/25%/0%. Couples discount applies to 2 people living together in committed relationship unless they are from different generations of same family.	30%/15%/15%. Partners discount applies to partners and family members of same generation who have lived together 3 yrs or longer.
What is the discount for members of the same family living together if 2 apply/ 2 insured, 2 apply/ 1 insured, 1 apply/1 insured?	0%/0%/0%	40%/25%/0%. Couples discount applies to 2 people living together in committed relationship unless they are from different generations of same family.	30%/15%/15%. Applies to family members of same generation who have lived together 3 yrs or longer. 5% family discount in addition to partners discount if 3 members of family own policy.
What is the endorsed group discount?	7%	None	5%
What is the minimum size group for an endorsed group discount?	3;10/Assoc.		5; 10/Assoc.
Is the premium guaranteed not to rise for some future period?	5 years	No	3 years

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The maximum total % increase in premium since 1/1/95, for any inforce LTC policy issued by this company.	No increase	41%	No increase
Are there options for paying the entire premium over a fixed number of years or for higher premiums initially and lower premiums later?	2 options: Accelerated Premium Rider: higher premium paid in first 10 years, then lower amount in later years. Limited Pay Rider: payment of premium till later of 15 policy years or 1st policy anniversary after age 80.	10 years, to age 65	10 years, to age 65
What is the Application Fee?	None	None	None
NURSING HOME BENEFITS			
What nursing home daily or monthly benefits are offered?	100-500/day	1,500-12,000/month	50-500/day or 1,500-15,000/month
Does the policy pay the full nursing home benefit (Indemnity/Cash Benefit) or Reimburse the cost of care?	Reimbursement	Reimbursement, Indemnity with rider	Reimbursement, Cash Benefit with rider
What options are offered for total years or dollars of nursing home benefits?	2,3,4,5,8 yrs, Life	2,3,4,5,6,8,10 yrs, Life	2,3,4,5,6,10 yrs, Life
What daily benefits, benefit periods, elimination periods, are available to buyers age 80 and older?	Both Return of Premium on Death riders available for ages 18-75.	Not sold over age 79	Max daily benefit \$250. Benefit period 2,3 years. Minimum elimination period 90 days.
What choices of elimination or waiting period are available?	7,30,60,90,180	30,90,180	30,60,90,180,365
How much time is allowed to accumulate elimination days?	Not restricted by policy.	Lifetime	2 years
Is the elimination period applied only once? (vs satisfying a new elimination period for each new episode of care)	Yes	No	Yes
What are the conditions for Waiver of Premium for Nursing Home care?	Premiums are waived when benefits begin. With Nursing Facility Recovery Benefit, policy is paid up if you spend 12 months in a Nursing Facility, recover, and return home.	Premiums are waived when benefits begin. Does not apply if receiving international coverage benefit.	Premiums are waived when benefits begin.
How many days per year will be paid to hold a bed while the insured is in the hospital?	60	60	60
How many days per year will be paid to hold a bed while the insured is away for any reason, including hospitalization?	60	60	60
ASSISTED LIVING BENEFIT			
What percentage of the nursing home daily benefit is paid for care in an assisted living facility? (Note: this is NOT percentage of charges, which is shown under copayment.)	100%	100%	100%
What is the elimination period for care in an Assisted Living Facility?	Same as Nursing Home	Same as Nursing Home	Same as Nursing Home

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What are the conditions for Waiver of Premium for Assisted Living Facility care?	Premiums are waived when benefits begin.	Premiums are waived when benefits begin. Does not apply if receiving international coverage benefit.	Premiums are waived when benefits begin.
HOME CARE COVERAGE			
Is home health care provided by the Policy, a Rider, or Not provided?	Policy	Policy	Policy
What percentage of the home care daily benefit is paid for adult day care? Note that this is NOT percentage of charges, which is shown under 'copayment'.	100%	100%	100%
How many days of respite care are provided per year, and at what percentage of the maximum home care daily benefit?	30 @100% NHDB	up to monthly max/yr	21 @100%
What percentage of the home care daily benefit is paid for hospice care?	100%	100%	100%
What amount is paid for medical equipment? This is often expressed as a multiple of the daily benefit. Example: 30X DB means 30 times the daily benefit - e.g. \$3000 if the daily benefit is \$100.	Under Alternate Plan of Care or Monthly Indemnity Rider.	2X Monthly maximum	Provided under built-in Stay at Home Benefit, with 30X NHDB lifetime maximum.
What amount is paid for drugs/medications provided by a home health agency?	Paid under optional monthly Indemnity Rider	None	Drugs may be paid under Additional Cash Benefit Rider.
What additional home care benefits are provided?	None	Chore Services; In-home safety devices; home delivered meals; rental of emergency medical response devices may be covered under Alternate Plan of Care.	Expenses paid for home modifications, durable medical equipment, caregiver training, home safety checks, provider care checks and medical alert systems. The amount paid is equal to 30x DB on a lifetime basis. The benefit is not subject to the elim period and does not reduce policy limit.
If the home care daily benefit is a percentage of the nursing home daily benefit, what percentages are offered?	70,100,130%	100%	100%

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What is the minimum and maximum home care daily benefit?		Same as Nursing Home	Same as Nursing Home
Is the home care benefit limit applied to Daily, Weekly, or Monthly use?	Daily; Monthly with Rider	Monthly	Benefits paid on daily or monthly basis chosen at time of application. Monthly benefits of \$1500 to \$15000 available.
Does the policy pay the full home care benefit (Indemnity), reimburse the cost of care (Reimbursement), or pay a Cash Benefit regardless of whether care is provided?	Reimbursement	Reimbursement, Indemnity with rider	Reimbursement, Cash Benefit with rider
Are the nursing home and home health care benefits combined into a single pool that can be used for either type of care?	Yes	Yes	Yes
What options are offered for total years or dollars of home health care?	Pooled with NH benefit	Pooled with NH benefit	Pooled with NH benefit
What elimination or waiting periods are offered for home health care?	0,20 days	0 days	Same as NH/waived with Rider
Is the elimination period satisfied by calendar days as chronically ill or by service days? If service days are counted, how many days in a week satisfy 7 days of the elimination period?	7 days	na	1 day
HOME CARE PAYMENT			
What are the conditions for Waiver of Premium for Home Health care?	Premiums are waived when benefits begin.	Premiums are waived when benefits begin. Premiums waived when Home Care begins if use Care Coordinator.	Premiums are waived when benefits begin.
Are there copayment provisions, e.g. the insured pays 20% of the cost of care?	None	None	None
CAREGIVER OPTIONS			
Does home care include homemaker services?	Yes,if incidental to ADLs	Yes	Yes,if incidental to ADLs
Are benefits for care by friends or unlicensed/uncertified providers Included, paid by a Rider, paid if pre-approved by the insurer, or not provided?	Comprehensive Monthly Indemnity Benefit Rider,at \$250,\$500,\$750, \$1000,\$1250 or \$1500 per month, provides cash payment for any purpose not covered under basic policy.	Included	Only if provider is certified home health aide, in nurse aide registry or shows proof of training in ADL assistance.

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Are benefits for care by family members Included, paid by a Rider, paid if pre-approved by the insurer, or not provided?	Comprehensive Monthly Indemnity Benefit Rider, at \$250,\$500,\$750, \$1000,\$1250 or \$1500 per month, provides cash payment for any purpose not covered under basic policy - care by family and friends, medications, transportation, yard work.	Excluded unless family member is regular employee of organization providing services.	Excluded unless family member is licensed nurse, physical, occupational, speech, or respiratory therapist, licensed social worker or registered dietitian and regular employee of facility or HHC agency providing services.
Is care by a spouse Excluded or Not Excluded from the family care benefit, paid by a Rider, or paid if pre-approved by the insurer?	Comprehensive Monthly Indemnity Benefit Rider, at \$250,\$500,\$750, \$1000,\$1250 or \$1500 per month, provides cash payment for any purpose not covered under basic policy - care by family and friends, medications, transportation, yard work	Excluded unless spouse is regular employee of organization providing services.	Excluded unless spouse is licensed nurse, physical, occupational, speech, or respiratory therapist, licensed social worker or registered dietitian and regular employee of facility or HHC agency providing services.
Are caregivers excluded from the informal care benefit if they live with the insured?	Not excluded	Excluded if normally lives in home	Excluded if normally lives in home
What percent of the Home Care Daily Benefit is paid for care by Family, Friends, or other Unlicensed caregivers?	Monthly Indem	100%	100%
Is there a benefit to train a family member or friend to give care? If so, how much is allowed and how often can this benefit be used?	5X NHDB one time	Lifetime maximum is 20% of the monthly benefit.	Provided under built-in Stay at Home Benefit, with 30X NHDB lifetime maximum.
If there is a caregiver training benefit, is it paid out of the care benefit pool, reducing the lifetime benefit?	Yes	Yes	No
Must professional home care be provided through a Home Health Agency?	No	No	Yes
COUPLES BENEFITS			
At the death of an insured, does a surviving insured spouse receive a paid up policy?	Rider	Survivorship Benefit (built-in) if both policies and riders have been in force 10 years and no benefits paid in first 10 years.	Survivorship and Waiver of Premium Rider- when both partners have held a policy for 10 years with no claims.
How many years must the policy be in force for survivor to get paid up policy?	10	7,10	10
Is Survivorship allowed if claims were paid during the holding period?	Yes	Survivorship is available regardless of claims paid only with enhanced rider	No
Is premium waived for both if one spouse/partner receives benefits?	Rider	Included with Shared Benefit Coverage	Survivorship and Waiver of Premium Rider- when policies and riders held for 10 years with no claims.

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Can spouses share core benefits in a joint policy, share core benefits with a rider, purchase a shared additional benefit pool, use half the remaining benefit of a deceased spouse, or not share benefits?	Rider to Share Benefits	Joint Policy. Shared Benefit Coverage for Couples -one policy with identical coverages for each person. Couple shares one pool of money.	Rider to Share Benefits
OTHER BENEFITS			
Can the nursing home coverage be used for alternative forms of care that replace nursing home stays?	Yes	Yes	No
Must the insured be receiving benefits to apply for Alternate Plan of Care benefits?	No	No	
Does the policy require care management, offer it at the insured's option, or not mention it?	Optional. Care Manager assesses situation and assists in locating available resources; monitors care. Does not reduce maximum benefits.	Optional. Care Coordinator assesses need, develops plan of care, helps choose and monitor care. Benefits enhanced if Coordinator used: elim period for NH or ALF reduced by # of days HHC received.	Optional. Care Advisory Services helps determine care and treatment plan. Paid up to 10X DB or 1/3 monthly benefit per year. Benefit can be paid before elim period satisfied. Does not reduce maximum benefits.
If you are 'care free' (that is, you do not need any services either at home or in a Nursing Home) for a specified amount of time, are your benefits restored?	Rider	Rider	Rider restores policy limit, as increased by inflation, once if insured is care free for 180 days.
What other riders does the policy offer?	Spousal Shared Care Rider allows either spouse to access the other's benefits if their's are exhausted. Upon death of one spouse, surviving spouse's maximum benefit will increase by amount of deceased's shared care benefit amount, if any. Coverages must be identical for both spouses to purchase Rider.. Spousal Shared Care Rider N/A with lifetime benefit or Restoration of Benefits rider.	Shared Benefit Coverage for Couples -one policy with identical coverages for each person allows access to benefits separately or together. Premiums for both will be waived if one receiving benefits. The Shared Benefit account remains available after one person dies but premiums are reduced for survivor to 125% of premium applicable to survivor's portion (unless premiums waived by optional Survivorship Rider).	Family Care Benefit - At time of application, up to 3 additional family members can be added to policy as secondary insureds. A single policy is issued. Any covered family member can receive benefits at same time up to benefit limit after one elim period is satisfied. If any covered family member is receiving benefits, premium is waived. Family member must receive care in US.
NONFORFEITURE			
What Riders provide continuing benefits if the policy is cancelled or lapses?	Shortened Benefit Period after 3 years. Benefit is greater of premiums paid or 30X NHDB at time of lapse.	Shortened Benefit Period after 3 years. Benefit is greater of premiums paid or 30X NHDB at time of lapse.	Shortened Benefit Period after 3 years or after 1 year if limited pay option chosen. Benefit is greater of premiums paid or 30X NHDB at time of lapse.

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What percent of premiums paid will be returned at lapse?	0	0	0
What Riders provide benefits if the insured dies while the policy is in force?	2 Options: Return of Premium on Death Rider returns premiums paid less claims paid. Full Return of Premium on Death Rider returns premiums paid, no deduction for claims paid.	None	Return of Premium on Death benefit included. Returns premiums paid minus claims paid if death occurs before age 65.
What percent of premiums paid will be returned on death of insured?	100%	0	100%
Is contingent nonforfeiture included?	Yes	Yes	Yes
BENEFIT INCREASE OPTIONS			
What is the percentage of the initial benefit for simple inflation protection?	3,4, or 5%	5%	5%
What is the annual percentage increase for compound inflation protection?	3,4,5%. 5% Compound Inflation offered with No Cap or with 2X cap.	5%	Options are: 5% compound or 5% compound increase of Daily Benefit with 3% increase to remaining policy limit.
Is the benefit pool reduced by claims paid before the inflation increase is calculated?	Reduced	Not reduced	Reduced
Option to buy increased coverage later without underwriting.	No	No	Guaranteed Purchase Option included if no inflation rider chosen. Before age 91, every 3rd anniversary, can increase DB or MB by 5%, 10% or 15% of original amount.
BENEFIT TRIGGERS			
Is medical necessity a benefit trigger for Facility Care, Home Health Care, both, or neither?	No	No	No
How many activities of daily living limitations are required to receive nursing home benefits?	2/7	2/5	2/6
How many activities of daily living limitations are required to receive home health care benefits?	2/7	2/5	2/6
Do ADLs include walking, mobility or ambulating?	Yes	No	No
If the insured needs supervision or oversight in performing an ADL but not hands-on assistance, does this qualify as an ADL limitation?	No	Yes	Yes

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Does the policy pay for non-organic mental, emotional or nervous disorders, such as anxiety or depression?	Not excluded	Excluded in Mental Care facilities	Excluded in Mental Care facilities
LIMITATIONS			
What is the waiting period in months before pre-existing conditions are covered?	0	6	0
How many months back does the insurer look to identify pre-existing conditions?	0	2	0
Are benefits limited to reasonable and customary/prevaling charges?	No	No	Yes
Is care outside the US covered, and if so, where?	Canada, Countries in Visa Waiver Program. International Coverage maximum lifetime benefit is 70% of facility or home and community care daily benefit times 730 days.	Will pay for Nursing Home outside of the United States, its territories and possessions, up to 75% of monthly maximum for 48 months. No Waiver of Premium.	Worldwide-100% of DB or MB up to 1 year
SAMPLE BENEFIT & PREMIUMS			
The maximum total benefit paid by the \$100 DB 3/4 year policy shown below. The maximum does not include the effects of benefit restoration or inflation protection increases.	109500	108000	109500
The lowest individual premium at age 50 for \$100 daily benefit 3 (if offered) or 4yrs nursing home benefit 100 or 90 day elimination period \$50 home care daily benefit 3 or 4 years home care no inflation protection Partnership plans require 5% comp	315	528	360
The lowest individual premium at age 55 for \$100 daily benefit 3 (if offered) or 4yrs nursing home benefit 100 or 90 day elimination period \$50 home care daily benefit 3 or 4 years home care no inflation protection Partnership plans require 5% comp	374	576	455
The lowest individual premium at age 60 for \$100 daily benefit 3 (if offered) or 4yrs nursing home benefit 100 or 90 day elimination period \$50 home care daily benefit 3 or 4 years home care no inflation protection Partnership plans require 5% comp	493	768	575

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The lowest individual premium at age 65 for \$100 daily benefit 3 (if offered) or 4yrs nursing home benefit 100 or 90 day elimination period \$50 home care daily benefit 3 or 4 years home care no inflation protection Partnership plans require 5% comp	714	1128	863
The lowest individual premium at age 70 for \$100 daily benefit 3 (if offered) or 4yrs nursing home benefit 100 or 90 day elimination period \$50 home care daily benefit 3 or 4 years home care no inflation protection Partnership plans require 5% comp	1139	1824	1390
The lowest individual premium at age 75 for \$100 daily benefit 3 (if offered) or 4yrs nursing home benefit 100 or 90 day elimination period \$50 home care daily benefit 3 or 4 years home care no inflation protection Partnership plans require 5% comp	1879	3264	2517
The lowest individual premium at age 50 for \$100 daily benefit Lifetime nursing home benefit shortest elimination period \$100 home care daily benefit Lifetime home care benefit 5% compound inflation protection Partnership plans require 5% compound	1604	2160	2330
The lowest individual premium at age 55 for \$100 daily benefit Lifetime nursing home benefit shortest elimination period \$100 home care daily benefit Lifetime home care benefit 5% compound inflation protection Partnership plans require 5% compound	1781	2304	2675
The lowest individual premium at age 60 for \$100 daily benefit Lifetime nursing home benefit shortest elimination period \$100 home care daily benefit Lifetime home care benefit 5% compound inflation protection Partnership plans require 5% compound	2194	3048	3193
The lowest individual premium at age 65 for \$100 daily benefit Lifetime nursing home benefit shortest elimination period \$100 home care daily benefit Lifetime home care benefit 5% compound inflation protection Partnership plans require 5% compound	2970	4176	3912

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<p>The lowest individual premium at age 70 for \$100 daily benefit Lifetime nursing home benefit shortest elimination period \$100 home care daily benefit Lifetime home care benefit 5% compound inflation protection Partnership plans require 5% compound</p>	<p>4301</p>	<p>6264</p>	<p>5264</p>
<p>The lowest individual premium at age 75 for \$100 daily benefit Lifetime nursing home benefit shortest elimination period \$100 home care daily benefit Lifetime home care benefit 5% compound inflation protection Partnership plans require 5% compound</p>	<p>6533</p>	<p>10176</p>	<p>7622</p>
<p>COMMENT & INSURER STATEMENT</p>			
<p>What significant state differences exist for this policy?</p>	<p>Not available as of 3/30/2005 in CA NY. Rates N/A in FL NJ. 5 year Rate Guarantee N/A in CT FL. 3 year Rate Guarantee in GA TN. Spousal discount is joint discount in MT.</p>	<p>Not available as of 4/1/2005 in CA. Rates 10% higher in ID KS ND OR. Rates non-standard in NY. 35% max discount between Preferred Health and Spousal in NY. 30% couples discount in CT.</p>	<p>Not available as of 4/1/05 in CA FL. No family discount in LA NJ NY SD. In LA, only married people can have benefits designated for partners. Partners discount applies to spouses only in MD.</p>
<p>Other comments regarding this policy.</p>	<p>3 year premiums noted above include 70% HHC; no 50% HHC option available.</p>	<p>Home Care includes Homemaker services not requiring a trained aide or attendant that can be provided by individuals not affiliated with a Home Care Agency.</p>	<p>Advantage Provider Program is network of 77,000+ providers offering discounts of 7-35%. Care Advocacy Program assists when new services are needed.</p>
<p>Statement prepared by the insurer.</p>	<p>None</p>	<p>Home Care covers care from Unlicensed providers not affiliated with a Home Care Agency & includes coverage for Homemaker Service which do not require care to be during the same visit and by the same individual providing care with the Activities of Daily Living or because of a Cognitive Impairment. Shared Care coverage treats a couple as a family unit with an integrated contract and bill.</p>	<p>For producer use only, not for use with the public. Premiums shown are based on annual rates and include 100% home health care. No 50% option offered. They are not guaranteed and are subject to change. This hypothetical illustration is a general description of coverage and is not a contract. Refer to the outline of coverage for an explanation of features and options.</p>