



THREE WAYS TO APPROACH AN LTC NEED

Many clients aim to live a long life and enjoy a lengthy retirement. Achieving this goal requires detailed planning that goes beyond a one-size-fits-all approach. This is why John Hancock provides three unique solutions to help clients prepare for the possibility of requiring extended care during retirement.

WHICH RIDER, WHEN?

Solution	Key Features	Client Profile
Long-Term Care Rider	<ul style="list-style-type: none">• Pays reimbursement up to \$50,000/month (not restricted by IRS per diem limit)• Benefit determined at issue• Qualifies under IRC 77028• Qualifies as long-term care (LTC) insurance• Ability for direct payments to care providers• Life & Health license and LTC certification required to sell	<ul style="list-style-type: none">• Primarily concerned with being able to pay for LTC• Have family history of longevity/cognitive issues and looking for maximum amount of coverage at lowest-possible cost• High-net-worth individuals who want round-the-clock care in the event they become chronically ill• Want to know exactly how much coverage they will have available in the future• Concerned about potential state LTC initiatives
Chronic Illness Rider	<ul style="list-style-type: none">• Pays a monthly or annual indemnity benefit• Increasing benefit pool in the event of corridor or Death Benefit Option 2 growth• Qualifies under IRC 101(g)• Not considered LTC insurance• Only a life license required to sell	<ul style="list-style-type: none">• Looking to secure financial support in case of chronic illness with the most flexible use of benefit dollars• Live in area where care options are limited and have experienced challenges with finding caregivers in the past• Plan to spend some time outside of the US in retirement and want flexibility to receive benefits in both locations• Have a formalized plan in place for care to be provided by family members or friend• Not concerned about potential state LTC initiatives
Accelerated Death Benefit for Chronic Illness Rider	<ul style="list-style-type: none">• Pays an indemnity once every twelve months up to 75% of death benefit or \$1M – up to the IRS per diem limit at claim• Rider charge is determined at claim and deducted from the accelerated benefit payment otherwise payable• No underwriting required• Qualifies under IRC 101(g)• Not considered LTC insurance• Only a life license required to sell	<ul style="list-style-type: none">• Client more focused on income planning and cash value accumulation, since there is no monthly rider charge• Not currently focused on LTC planning• Age and/or health issues may disqualify client from other options

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