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About the author

Known for her extensive work with long-term care riders, long-term care linked benefit products and the LTC hybrid solution marketplace, Shawn has been a major influence in promoting the need for long-term care and development of Nationwide's LTC product solutions.

She has been widely published on the subject of LTC, is a frequent presenter and key-note speaker at numerous industry events and conferences and currently serves on the Board of Advisors for CLTC™.

For more information on this and similar topics, please call the Advanced Consulting Group at 1-800-321-6064, option 9, extension 677-6500.

We always welcome input and suggestions for our publications. Please direct comments to:

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The top 6 reasons Nationwide pays cash indemnity benefits

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Nationwide has been providing long-term care solutions for over 20 years. We believe cash indemnity long-term care (LTC) benefits provide a more flexible solution to help meet LTC needs.

Here's why:

	Nationwide	Reimbursement carriers
1. Simplifies billing	No bills or receipts need to be submitted to receive monthly LTC benefits. ¹ This may simplify bill paying for the insured (or their family) to as little as one monthly bill for care services depending on the care being received (such as when receiving care in a facility).	Requires submission of bills and receipts, then you wait to be paid. Assigning benefits directly may be possible, but many care providers will only bill the responsible party, not a 3 rd party. Items not covered are billed to the patient (i.e. hair care, meals for family visits); so there still may be a bill to pay. Family members may want to watch for unintentional double billing.
2. Benefits with flexibility	Nationwide places no limits on how LTC benefits can be used. Benefits can be used to make unlimited home modifications, pay for medications, or pay for expenses not normally covered under many LTC policies.	Only expenses covered under the policy are reimbursed. Expenses not covered must be paid for out of pocket. There may be policy limits on reimbursement for certain expenses such as home modifications or adaptive equipment.
3. Family care	Family care should be a choice, but may become a necessity. There is a growing shortage of home health care providers ² – and with Nationwide, policy owners can pay family members to provide care if that is what they need or wish to do.	These policies generally do not allow close or immediate family members to provide care. Some policies will allow a family member to provide care, but only if that person works for and is paid by a licensed agency.

	Nationwide	Reimbursement carriers
4. Provide maximum benefits	You may take all or take less LTC rider benefits if desired. Any LTC benefits remaining in the policy at death will be paid as a death benefit. With Nationwide YourLife CareMatters® (or LTC riders), you can take full benefits, and save leftover funds outside of the policy in a personal account for future use. With CareMatters®, this may also result in more LTC benefits being collected from the policy.	Only qualifying bills are paid, with no extra dollars to use for expenses not covered under the policy. With linked benefit policies, reimbursement can slow down payment of LTC benefits, which could result in more money left with the insurance company upon death.
5. Alternative care	Since Nationwide places no limits on how benefits are used, alternative care services are covered, as well as any care services that may evolve in the future.	Alternative care services require approval from insurance company. There is no guarantee that alternatives services now or services invented in the future will be covered.
6. Full benefits paid	Nationwide LTC Rider II and LTC Rider on SUL II pay up to 2 times HIPAA. ^{3,4} CareMatters pays full available LTC benefits with no HIPAA cap on the benefit payment. ⁴	No guarantee that the large LTC benefits illustrated will be the amount paid since only covered expenses are reimbursed.



¹ Copies of bills may be needed to help verify a claim

² www.1800homecare.com; "Massive Caregiver Shortage Expected as Demand for Home Care Services Rises", Christopher Adrien, March 20, 2017

³ The maximum monthly LTC benefit is the lesser of: the elected percentage of the LTC specified amount - or - two times the HIPAA per diem times 30

⁴ Assuming no loans, withdrawals or surrenders

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Keep in mind that as an acceleration of the death benefit, the long-term care rider payout will reduce both the death benefit and cash surrender values. Make sure life insurance needs will still be met, even if the rider pays out in full. Costs for long-term care vary by person, and there is no guarantee the rider will cover all long-term care costs. The long-term care rider may be known by different names in different states, may not be available in every state and has an additional charge associated with it. A life purchase should be based on the life policy, and not optional riders or features. The cost of a rider may exceed the actual benefit paid under the rider.

Be sure to choose a product that meets long-term life insurance needs, especially if personal situations change (for example, marriage, birth of a child or job promotion). Weigh the costs of the policy, and understand that life insurance has fees and charges that vary with sex, health, age and smoking status. Riders that customize a policy to fit individual needs usually carry an additional charge.

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