



# YOUR ASSET-BASED LTC OPPORTUNITY

*Presented by: Keith Bercun, Regional Sales Director CLTC*

For company and recruiting use only. Not for public distribution.

*Products and financial services provided by*  
THE STATE LIFE INSURANCE COMPANY | a ONEAMERICA® company

# Two Questions Every Financial Professional Should ask their clients:

1. You may never need care, but if you did, how will that affect your family?

Spouse?

Adult children?

Family Dynamics?

Finances?

2. And...if you did need care, how will you pay for it?

Government?

LTC insurance?

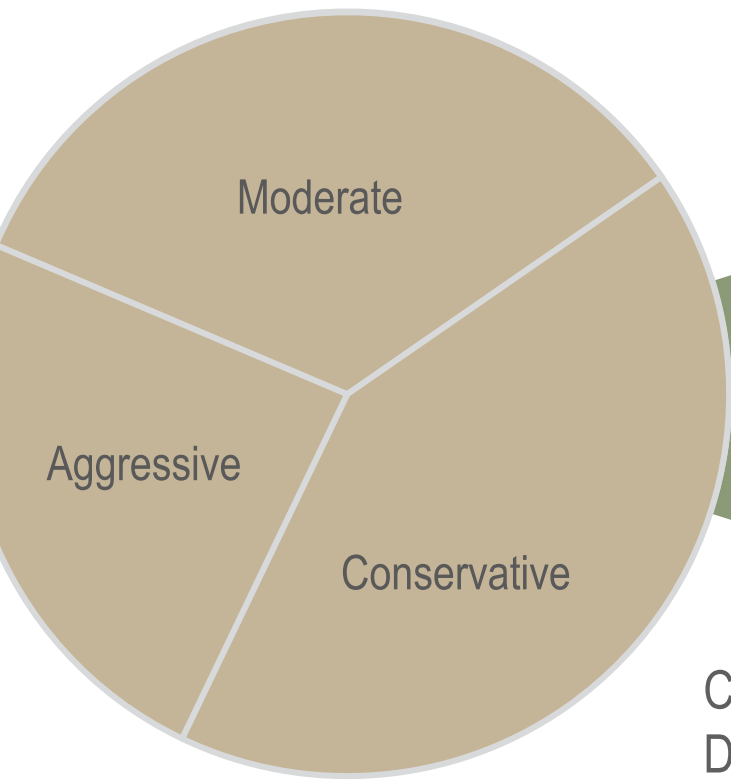
Self fund?

For sampling and recruiting use only. Not for public distribution.

**ONEAMERICA**<sup>®</sup>

*is the marketing name for the companies of OneAmerica*

# Concept of asset-based LTC with LIFETIME



Cash Value  
Death Benefit  
Long term Care

**LIFETIME**  
TO PAY FOR THE ENTIRE  
LENGTH OF CARE FOR ONE OR TWO PEOPLE

**Assets:**  
Assets positioned for significant growth with the acceptance of the risk of loss of principal  
Assets positioned for some growth with the acceptance of some downside risk  
Assets positioned for conservation of principal—often with guarantees

For use with financial professional only. Not for public distribution.

**ONEAMERICA**<sup>®</sup> is the marketing name for the companies of OneAmerica | [OneAmerica.com](http://OneAmerica.com)

# The Asset-Based LTC Market Leader

As of August 19, 2020, State Life was rated A+ (Superior) by A.M. Best. This is the second highest of 15 possible ratings assigned by the agency. On August 19, 2020, State Life was rated A+ (Superior) by S&P. This is the fourth highest of 22 possible ratings assigned by the agency.

## Financial Strength

- Traces roots back to 1877
- A+ (AM Best), AA- (S&P)
- Comdex score is 95

## Innovation

- First to market (Asset-Care released in 1980)
- Available features include joint coverage, lifetime benefits, and several funding options

## Commitment

- OneAmerica<sup>®</sup> is a mutual insurance holding company that is committed to being there when our clients need us most

NOT A DEPOSIT • NOT FDIC OR NCUA INSURED • NOT BANK OR CREDIT UNION GUARANTEED • NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY • MAY LOSE VALUE

# Concept of OneAmerica Care Solutions

Base policy

+

Rider

**Life Insurance (Asset Care) or  
Annuity (Annuity Care)**

**Funding options:**

Single premium (cash)

Single premium (qualified money)

Recurring premiums (5-pay, 10-pay, 20-pay, pay to 95)

Non-qualified annuities (1035 exchange)

Cash value life insurance (1035 exchange)

**Rider (continuation of benefits)**

**Funding options:**

Single premium (cash)

Recurring premiums (5-pay, 10-pay, 20-pay, or pay to 95)

Non-qualified annuities (1035 exchange)

Cash value life insurance (1035 exchange)

This information is not designed to promote nor to endorse 1035 exchanges. Before using a 1035 exchange carefully weigh all the benefits, any surrender fees or costs, and implications or limitations of replacing a policy.

For use with financial professionals only. Not for public

**ONEAMERICA**<sup>®</sup> *is the marketing name for the companies of OneAmerica | OneAmerica.com*



# Asset Care

For use with financial professional only. Not for public distribution.

**ONEAMERICA**<sup>®</sup> *is the marketing name for the companies of OneAmerica | [OneAmerica.com](http://OneAmerica.com)*

# ne of asset-based LTC



## Funding Options:

- Cash lump sum
- Annual premiums
- Nonqualified annuities
- Qualified money
- Cash value life insurance

## Funding Options:

- Cash single premium
- Fixed annual premium

Provided content is for overview and informational purposes only and is not intended as tax, legal, fiduciary, or investment advice.

For use with financial professional only. Not for public distribution.

## Asset Care Features

- Waiver of Premium included
- 0-day elimination Home Health Care
- 90-day elimination all other care
- International Care
- Claims Concierge
- Joint Life
- Unlimited Benefits
- Qualified Money Solution with 25% Bonus

For use with financial professional only. Not for public distribution.



# Asset Care Funding Options

Asset Care Single Premium  
Asset Care Return of Premium  
Asset Care Annuity Funded  
Asset Care Recurring Premium

Products issued and underwritten by The State Life Insurance Company® (State Life), Indianapolis, IN, a OneAmerica company that offers the Care Solutions product suite. Asset Care form number series: ICC18 L302, ICC18 L302 SP, ICC18 L302 JT, ICC18 L302 SPJT, ICC18 R537, ICC18 R538, ICC18 SA39, ICC18 R540, L302, L302 JT, L302 SP, L302 SP JT, R537, R538 SA39 and R540. Not available in all states or may vary by state.

For use with financial professional only. Not for public distribution.

**ONEAMERICA**<sup>®</sup> *is the marketing name for the companies of OneAmerica | [OneAmerica.com](http://OneAmerica.com)*

ndu0R @ #P 2I#F rxs d

LTC Monthly Max \$6,000 Per Person  
Combined Annual LTC Benefit \$144,000  
Lifetime Benefit Period/Unlimited  
\$200,000 Death Benefit

Individual # 21# rxs ch

SINGLE PREMIUM	QUALIFIED \$	10-PAY	20-PAY	PAY-TO-95	SINGLE PAY BASED PAY-TO-95 CO
7,938	\$160,208	\$20,026/yr	\$12,408/yr	\$10,624/yr	\$89,954 Initial Premium \$4,196/yr Pay-to-

LTC Monthly Max \$6,000 Per Person  
 Combined Annual LTC Benefit \$144,000  
 Lifetime Benefit Period/Unlimited  
 \$200,000 Death Benefit

Supp xp #d uh#j xd ud qwhhg #w #ghyh u#  
 b f uhdvh #d gg #z d lyhg #z k b #r q#  
 f d p

RETURN OF PREMIUM

\$161,088

\$6,000 pp  
 4,000/yr Combined  
 0 mos/\$600,000\*  
 \$300,000 DB  
 time benefit NA with ROP

Pertains to all states except CA &

For use with financial professional only. Not for public distribution.

# Asset Care Return of Premium *Overview*

- Single-premium whole life policy with accelerated death benefit for qualifying LTC expenses.
- Available for issue ages 35-80.
- Typically funded through:
  - CDs
  - Money market funds
  - Savings
  - Life insurance cash values

For use with financial professional only. Not for public distribution.

# Asset Care Return of Premium (ROP) example

*Hypothetical example*

**Male, age 60**

**Female, age 60**

*2% of death benefit*

Base Life policy 50 MONTHS		Continuation of benefits rider 50 MONTHS	
\$300,000	Face Amount	\$600,000	AOB + COB Balance
\$151,938	Single Premium	included	Annual Premium
\$72,000	Annual LTC Benefit – each	\$72,000	Annual LTC Benefit – each
\$6,000	Monthly LTC Benefit – each	\$6,000	Monthly LTC Benefit – each

All numeric examples listed are hypothetical and provided for explanatory purposes only.

**For use with financial professional only. Not for public distribution.**

# Annuity Funding Whole Life Overview

## Qualified Money

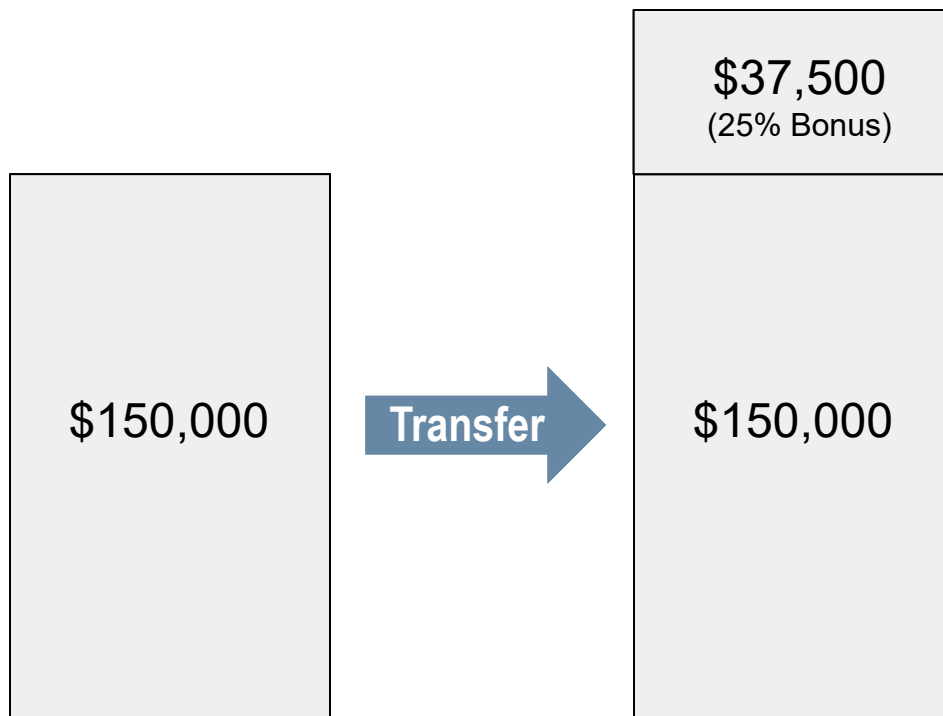
- Single-premium annuity funded whole life policy with accelerated death benefit for qualifying LTC expenses.
- Available for issue ages 59<sup>1/2</sup> - 80.
- Typically funded through money currently in:
  - IRAs
  - 401(k)
  - 403(b)
  - Non-qualified annuities

For use with financial professional only. Not for public distribution.

# Asset Care with Qualified Money

*IRA, 401k, 403b, etc.*

*Deferred fixed-interest Annuity  
with Income Rider*

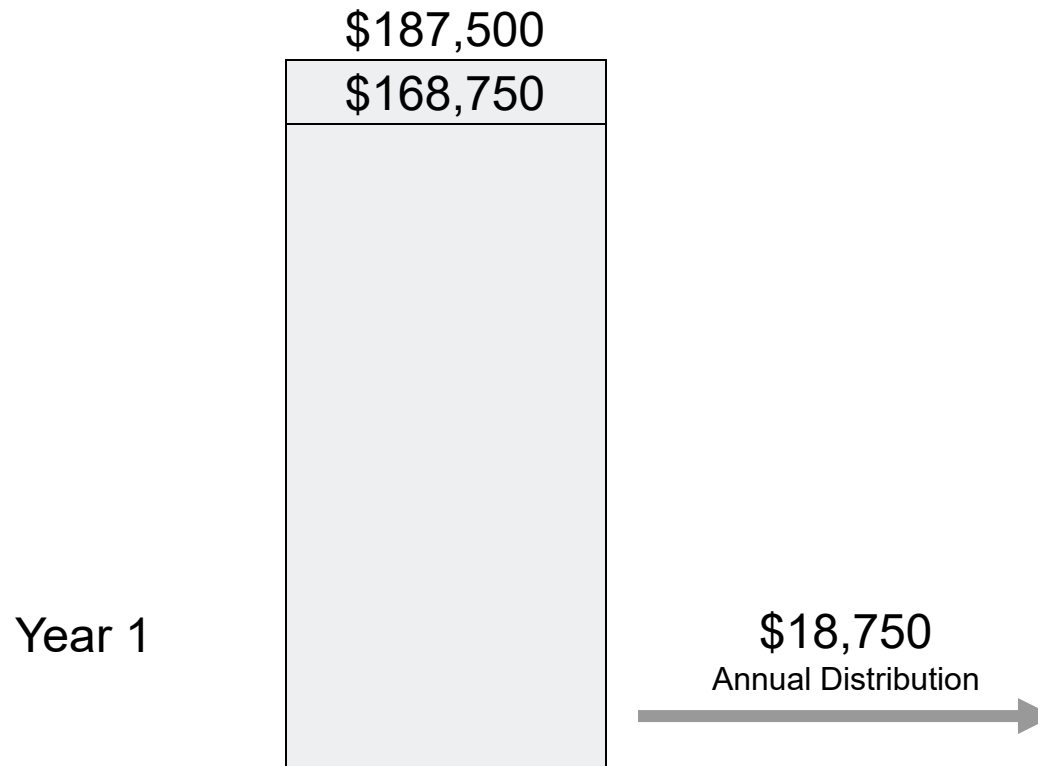


For use with financial professional only. Not for public distribution.

# Asset Care with Qualified Money

*IRA, 401k, 403b, etc.*

*Deferred fixed-interest Annuity  
with Income Rider*



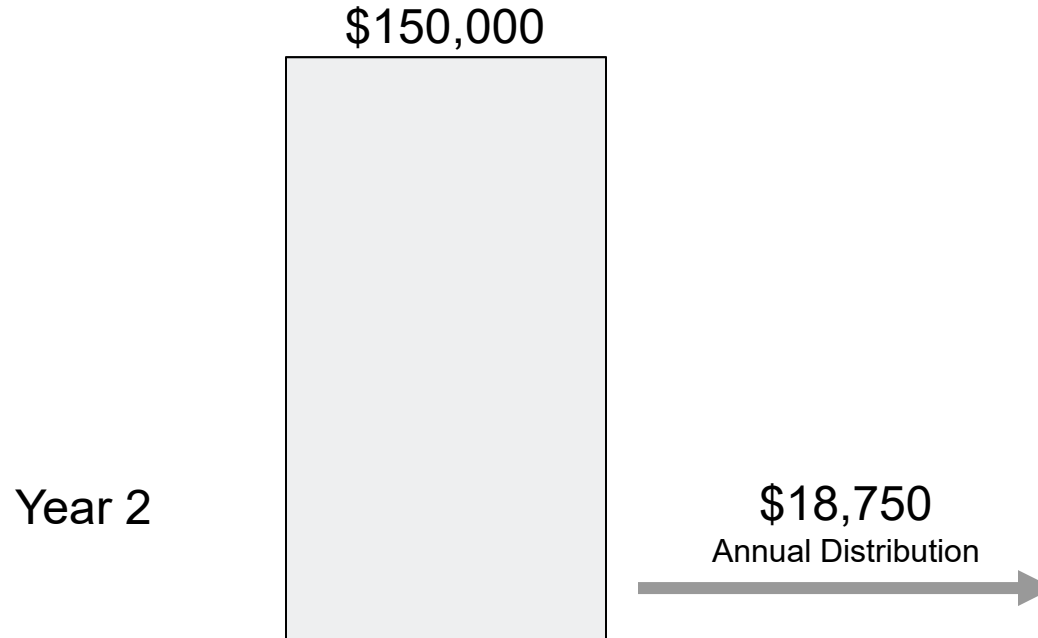
For use with financial professional only. Not for public distribution.



# Asset Care with Qualified Money

*IRA, 401k, 403b, etc.*

*Deferred fixed-interest Annuity  
with Income Rider*

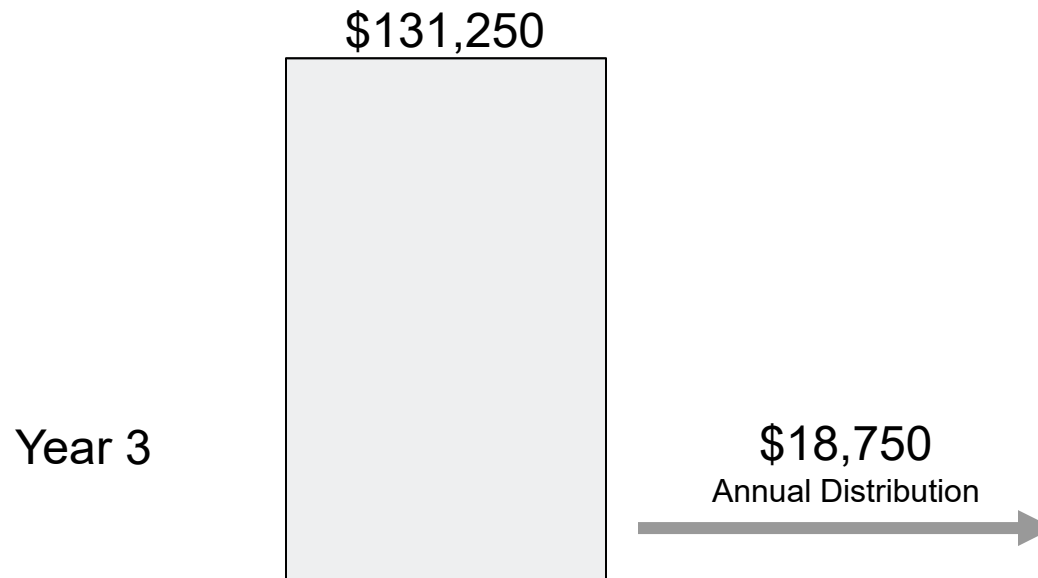


For use with financial professional only. Not for public distribution.

# Asset Care with Qualified Money

*IRA, 401k, 403b, etc.*

*Deferred fixed-interest Annuity  
with Income Rider*



For use with financial professional only. Not for public distribution.

# Asset Care with Qualified Money

*IRA, 401k, 403b, etc.*

*Deferred fixed-interest Annuity  
with Income Rider*

Year 10

\$0

\$18,750  
Annual Distribution



For use with financial professional only. Not for public distribution.

# Asset Care example (Qualified Money)

*Joint policy, 60 male and 60 female*

*Life Insurance Policy*

*Continuation of Benefits Rider*

\$18,750 annual distributions pay premiums

**\$200,427 Death Benefit**

+

**UNLIMITED**

@ 3% Acceleration

\$6,013 per person, per month  
for 33 months

\$6,013 per person, per month  
for Lifetime

For use with financial professional only. Not for public distribution.

# The SECURE Act

## *An opportunity for inherited qualified funds*

On December 20, 2019, Congress passed into law provisions from the Setting Every Community Up for Retirement Enhancement (SECURE) Act. This landmark legislation provides the most significant changes to the retirement industry in more than a decade and makes investing for retirement more accessible to millions of Americans.

### How does this impact long-term care planning?

First, the legislation eliminates the concept of “stretch IRAs,” which extended the tax-deferred status of an inherited IRA when it passed to a non-spouse beneficiary. The beneficiary could “stretch” the life—and the associated tax advantages—of an IRA over decades. Under the new law, non-spouse beneficiaries are required to take out all funds from their inherited IRA within 10 years of the death of the original account owner.

Second, due to increased life expectancies, Required Minimum Distributions (RMDs) aren't required to be taken until age 72, up from 70.5.

### Asset Care Qualified Money strategy

Do you have clients expecting to inherit qualified funds who are unsure of how to reposition their required RMDs? Use Asset Care Annuity Funding Whole Life to help turn an inherited, taxable part of an estate into a tax-free income stream to pay for qualified long-term care!

- Encourage a **direct rollover** of the inherited account into Asset Care Annuity Funding Whole Life.
  - A 20% income base bonus is applied, so each \$1 “spends” like \$1.20!
- Distributions are taxable, but **automatically spread** over the newly required 10-year period.
  - There's no 10% penalty if the inherited IRA contract owner is younger than age 59-1/2.

- You can even **add a spouse** to the protection so both can benefit.
- Use the **Lifetime Continuation of Benefits** to reposition the inherited funds and create tax-free distributions for qualifying LTC services... for LIFE!

Contact me, the OneAmerica Sales desk or your back office for more information on this and other strategies to convert qualified funds into lifetime income streams for LTC!

**Note:** Products issued and underwritten by The State Life Insurance Company® (State Life), Indianapolis, IN, a OneAmerica company that offers the Care Solutions product suite. Asset Care Form number series: ICC18 L302, ICC18 L302 JT, ICC18 R537, ICC18 R538, ICC18 R532, ICC18 R533, ICC18 SA39 and ICC18 R540. Not available in all states or may vary by state. All factors should be weighed before replacing an existing life insurance or annuity. Life insurance should be purchased by individuals that have a need to provide a death benefit to protect others with insurable interests in their lives against financial loss. Life insurance is not a retirement plan, investment, or savings account. Provided content is for overview and informational purposes only and is not intended as tax, legal, fiduciary, or investment advice.

**NOT A DEPOSIT • NOT FDIC OR NCUA INSURED • NOT BANK OR CREDIT UNION GUARANTEED • NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY • MAY LOSE VALUE**

ONEAMERICA

**ONEAMERICA** is the marketing name for the companies of OneAmerica | [OneAmerica.com](http://OneAmerica.com)

© 2020 OneAmerica Financial Partners, Inc. All rights reserved.

For use with financial professionals only. Not for public distribution.

1 of 1

# Asset Care Stands Above the Rest

- Waiver of Premium while on claim
  - Premiums still considered earned
  - Base and rider premiums waived
- Qualified \$\$ with 25% Bonus
- 0 Day Elimination Period for homecare
- SPDR Rider
- Lifetime Benefits
- Joint Life Coverage
- Guaranteed Premium and Benefits

For use with financial professional only. Not for public distribution.



# Underwriting Asset Care

For use with financial professional only. Not for public distribution.

**ONEAMERICA**<sup>®</sup> *is the marketing name for the companies of OneAmerica | [OneAmerica.com](http://OneAmerica.com)*

# Underwriting – Asset Care or Annuity Care we can consider

- Bipolar disorder
- Mild to moderate Sleep Apnea
- Diabetes (type 1 or type 2)
- Chronic pain
- Clotting disorders
- Coronary heart disease – favorable risk factors
- Kidney transplant or mild kidney failure
- Mild to moderate Osteoporosis, Osteoarthritis, Rheumatoid Arthritis
- Stroke or TIA (single episode) – after 6 months
- Narcotic pain medications currently in use
- Cancer (in remission) – 6 months from completion of treatment
- Tobacco use with diabetes, COPD, CAD, CVD or Emphysema

For use with financial professional only. Not for public distribution.



# Underwriting – Asset Care Height and Weight Guidelines

Height	Maximum weight for expedited UW	Maximum weight for traditional Asset Care	Height	Maximum weight for expedited UW	Maximum weight for traditional Asset Care
4' 10"	203	222	5' 10"	296	324
4' 11"	210	230	5' 11"	304	333
5' 0"	217	238	6' 0"	313	342
5' 1"	224	246	6' 1"	322	352
5' 2"	232	254	6' 2"	331	362
5' 3"	239	262	6' 3"	340	372
5' 4"	247	270	6' 4"	349	382
5' 5"	255	279	6' 5"	358	392
5' 6"	263	288	6' 6"	367	402
5' 7"	271	296	6' 7"	377	412
5' 8"	279	305	6' 8"	386	423
5' 9"	287	314	6' 9"	396	433

For use with financial professional only. Not for public distribution.



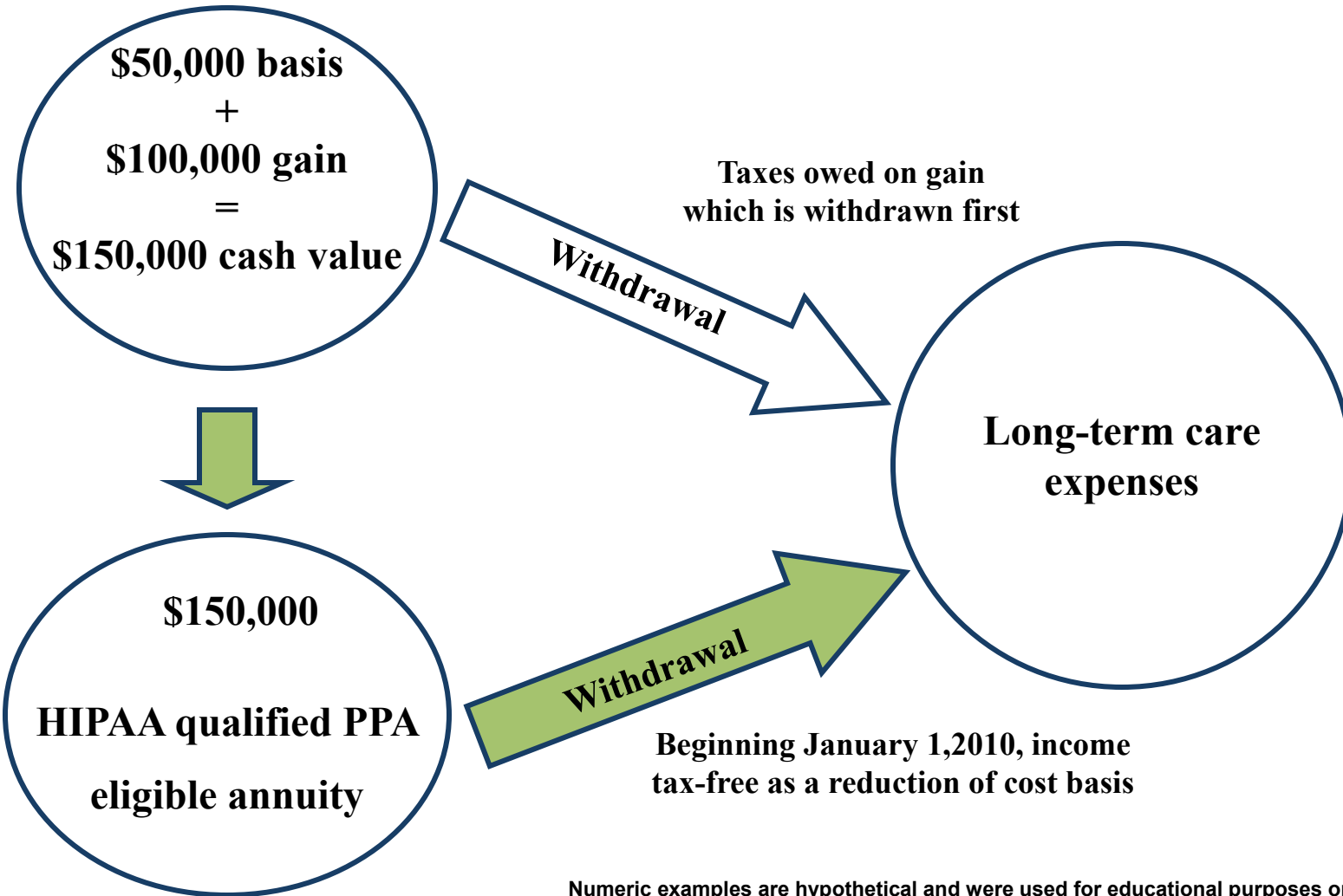
# Annuity Care

**ONEAMERICA**<sup>®</sup> *is the marketing name for the companies of OneAmerica | [OneAmerica.com](http://OneAmerica.com)*

For use with financial professional only. Not for public distribution.

# Pension Protection Act

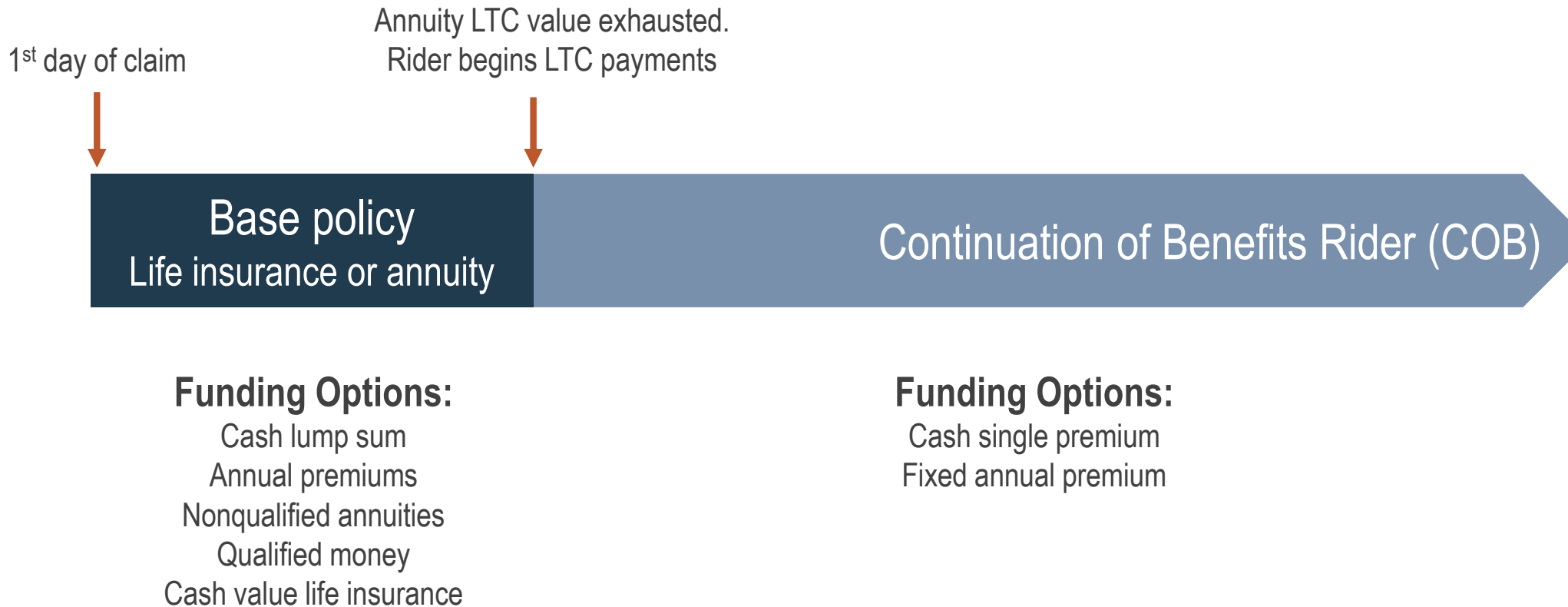
Existing annuity  
(funded with after-tax dollars)



Numeric examples are hypothetical and were used for educational purposes only.

For use with financial professional only. Not for public distribution.

# Continuation of asset-based LTC



For use with financial professional only. Not for public distribution.

# Annuity Care Products

Annuity Care  
Annuity Care II  
Indexed Annuity Care

Products are issued and underwritten by The State Life Insurance Company® (State Life), Indianapolis, IN, a OneAmerica company that offers the Care Solutions product suite. Annuity Care Form numbers: SA34 and R508. Annuity Care II Form numbers: SA34, R508; SA35; ICC15 SA35, ICC15 R521 PPA ND, ICC15 R521 PPA, ICC15 R522 PPA. Indexed Annuity Care Form numbers: SA36, R529 PPA, R529, R530 PPA and R530; ICC14 SA36, ICC14 R529 PPA, ICC14 R529, ICC14 R530 PPA & ICC14 R530. In ID: SA34, R508; SA35 (ID). Not available in all states or may vary by state.

For use with financial professional only. Not for public distribution.

**ONEAMERICA**<sup>®</sup> *is the marketing name for the companies of OneAmerica | [OneAmerica.com](http://OneAmerica.com)*

# ty Care II Specifications

Base policy  
24 Months single  
30 Months joint

**Ages: 40-80**  
**Single or Joint**  
**Deferred Fixed Annuity**  
**Tax-free for LTC**

### Funding Options:

Cash lump sum  
Nonqualified annuities  
Cash value life insurance

Continuation of Benefits Rider  
36 MONTHS

=  $2 \frac{1}{2} \times$  \*O

Continuation of Benefits Rider  
72 MONTHS

=  $4 \times$  \*Age

**Ages: 40-80**  
**Optional inflation protection**  
**Tax-free for LTC**

### Funding Options:

Paid for with monthly internal charges from base annuity policy – charges are non-cancelable and can never increase

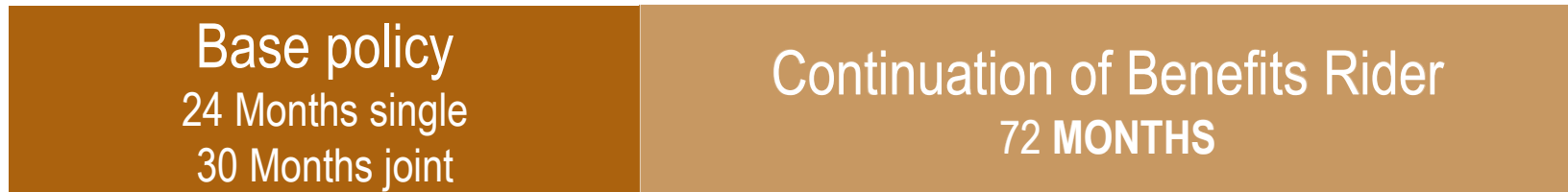
**Tele-interview required – Continuation of Benefits included**

For use with financial professional only. Not for public distribution.

# ty Care II example

Hypothetical e  
**Female, a**

**\$100,000**  
 Current annuity or cash



**\$100,000**

Single Premium  
 1035 Exchange

**\$300,000**

COB Rider Balance

**\$400,000**

Annuity + COB Rider = Total LTC

**\$49,980**

Annual LTC Benefit

**\$49,980**

Annual LTC Benefit

**\$4,165**

Monthly LTC Benefit

**\$4,165**

Monthly LTC Benefit

\*All numeric examples listed are hypothetical and provided for explanatory purposes only.

**For use with financial professional only. Not for public distribution.**

# ty LTC underwriting

**1** *No  
paramedical  
exam*

**3** *Brief phone  
interview if  
rider is added*

**2** *No attending  
physician's  
statements*

**4** *No tele-interview  
for base policy only*





# Tools and Resources

**ONEAMERICA**<sup>®</sup> *is the marketing name for the companies of OneAmerica | [OneAmerica.com](https://www.OneAmerica.com)*

For use with financial professional only. Not for public distribution.

# Tool and Resources

## **The OneAmerica Point of Sale Toolkit**

For use with financial professional only. Not for public distribution.

**ONEAMERICA**<sup>®</sup> *is the marketing name for the companies of OneAmerica | [OneAmerica.com](https://www.OneAmerica.com)*

# OneAmerica Marketing Store

## Print

- Personalize and customize
- Digital and print fulfillment
- Mail merge

## Email

- Send or schedule emails
- Create reoccurring
- Metrics to help with follow-up

## Social Media

- Already bundled with predetermined schedule
- Works with Twitter, Facebook and LinkedIn

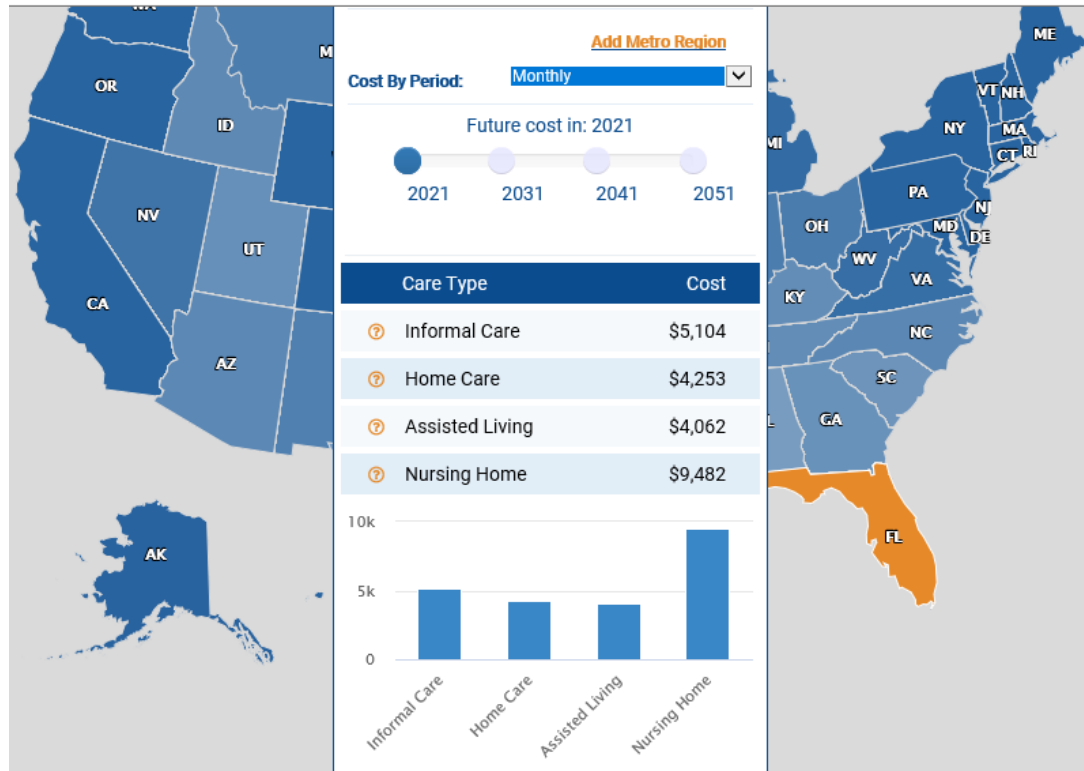
# OneAmerica Rate Calculator

- **Easy to use – just 30 seconds to generate a quote**
- **Works on all mobile devices**
- **No user/pass required**
- **No need to be contracted**
- **Easy 3-page illustration – can be submitted with app**

[www.oneamerica.com/caresolutionscalculator](http://www.oneamerica.com/caresolutionscalculator)

For use with financial professional only. Not for public distribution.

# OneAmerica Cost of Care Calculator



[www.oneamerica.com/ltc-costofcare](http://www.oneamerica.com/ltc-costofcare)

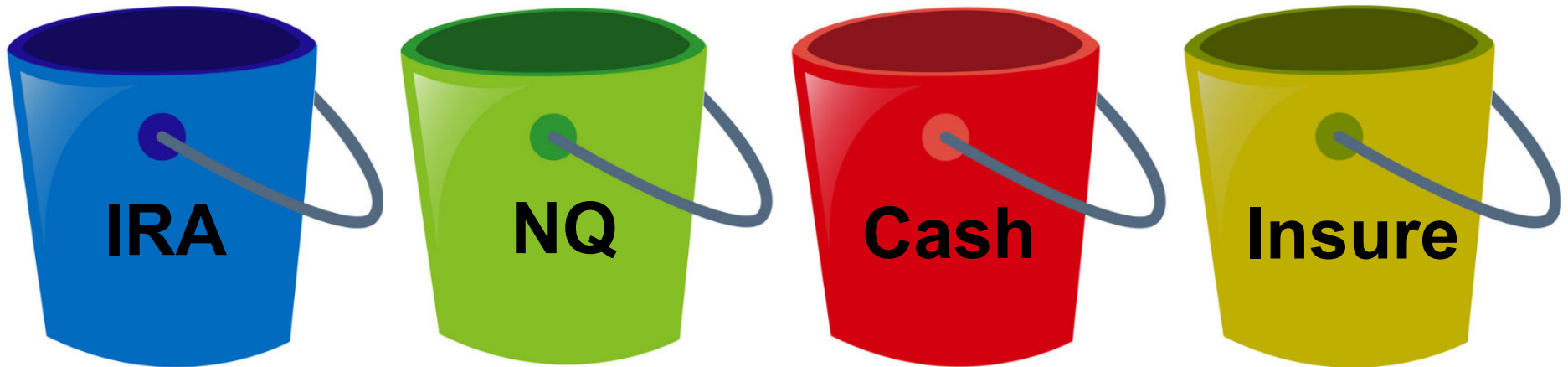
For use with financial professional only. Not for public distribution.

**ONEAMERICA**<sup>®</sup> is the marketing name for the companies of OneAmerica | OneAmerica.com

# Income For LTC

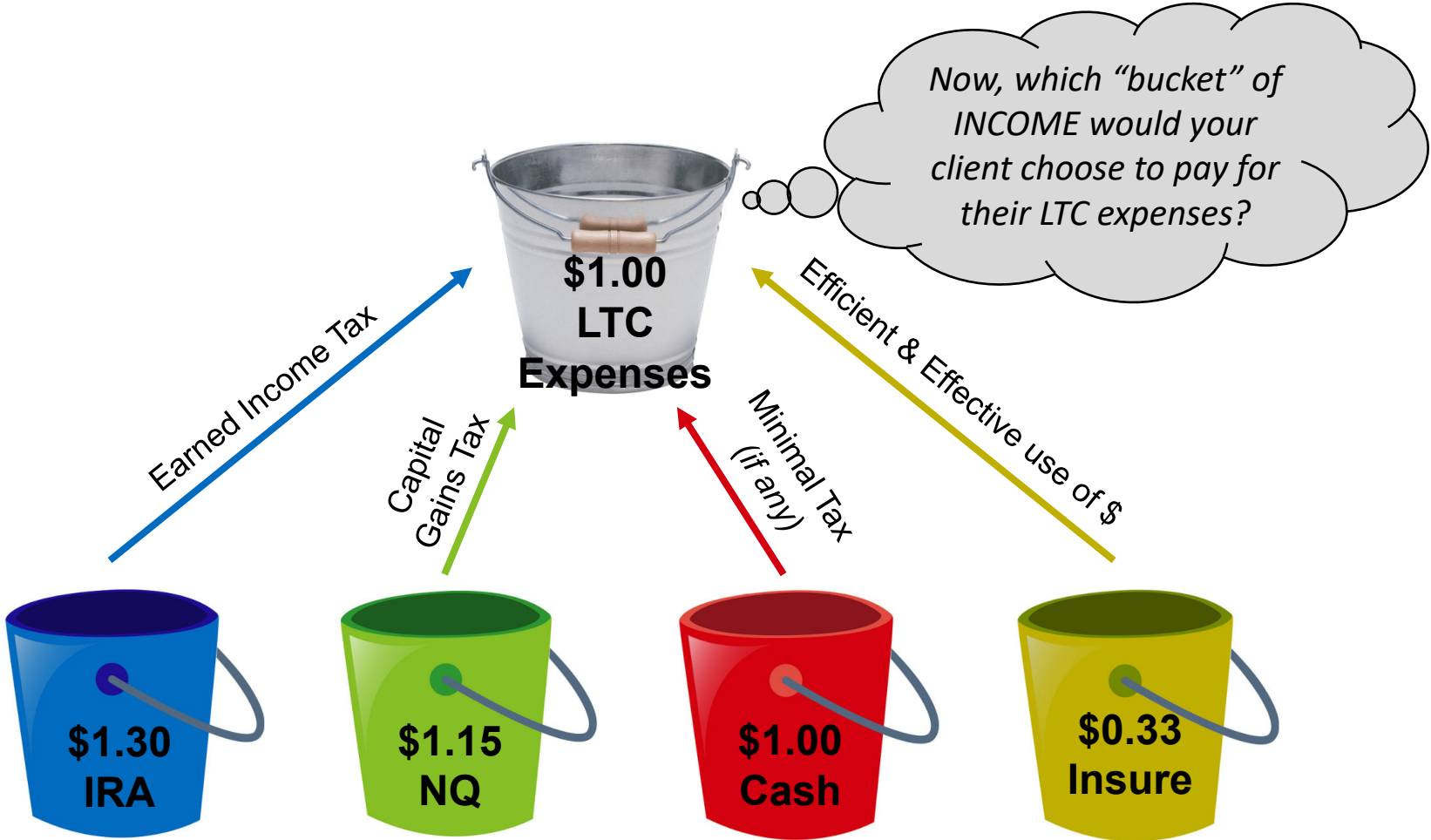
Most clients have a combination of these types of investments in their portfolio in various forms and amounts

**LTC isn't about ASSET ALLOCATION  
....rather asset LOCATION!**



For use with financial professional only. Not for public distribution.

# Income For LTC



For use with financial professional only. Not for public distribution.

# LIFE INSURANCE | RETIREMENT | EMPLOYEE BENEFITS

*The companies of ONEAMERICA®:*

AMERICAN UNITED LIFE INSURANCE COMPANY®

THE STATE LIFE INSURANCE COMPANY®

ONEAMERICA RETIREMENT SERVICES, LLC

MCCREADY AND KEENE, INC.

ONEAMERICA SECURITIES, INC.

PIONEER MUTUAL LIFE INSURANCE COMPANY®

*A stock subsidiary of American United Mutual Insurance Holding Company*

**NOT A DEPOSIT • NOT FDIC OR NCUA INSURED • NOT BANK OR CREDIT UNION GUARANTEED  
• NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY • MAY LOSE VALUE**

For use with financial professional only. Not for public distribution.

**ONEAMERICA®** *is the marketing name for the companies of OneAmerica | OneAmerica.com*