

Long-Term Care (LTC) Comparison Chart

March 4, 2020

Carrier Name	LINCOLN FINANCIAL GROUP	ONEAMERICA STATE LIFE	NATIONWIDE
Product Name	Money Guard III	Asset Care	CareMatters® II
Type	Universal Life	Whole Life	Universal Life
AM Best Rating	A+	A+	A+
Issue Ages	30-80	35-80	30-75
Minimum Face Amount	\$50,000 Face Amount	\$50,000 Face Amount	\$60,000 Face amount; Minimum of \$50,000 premium; Minimum LTC benefit of \$2,500
Maximum Face Amount	\$500,000	\$1,000,000 Face Amount	\$500,000
Payment Options	1- pay or flexible premiums available to be paid up to the greater of 10yrs or age 70.	1, 5, 10, 20 Pay, To age 95	1, 5, or 10 Pay, To age 65, To age 100
Premium Bonus	NO	NO	NO
Return of Premium	2 options- 70% or 100% after 10th year	YES, with base policy on 1-Pay. NO, on the acceleration of benefits premium or COB	YES, after 5th year
Death Benefit Guarantee	To Age 121	To Age 121	To Age 121
Withdrawals	YES	YES	YES
Loans	YES	YES	YES
Rate Classification	Married and Standard	Table 4 to Standard	Table 4 to Standard
Average Turnaround	30 Days	5-10 Days	3-7 Days
Non-Medically UW	YES	Table 4 to Standard	Table 4 to Standard
Terminal Illness	YES	YES	YES
Critical Illness	NO	YES	YES
Payout Type	Reimbursement	Reimbursement	Indemnity
Street Comp	7%	8%	7.5%
Chronic Illness/LTC Qualifier	2 of 6 ADLs or Cognitive Impairment	2 of 6 ADLs or Cognitive Impairment	2 of 6 ADLs or Cognitive Impairment
Elim Period	0	90-Day Elim	90-Day Elim
App	Shortened Paper App	Paper App	Paper App
Electronic App	NO e-App	YES	Yes, e-app thru the carrier's software
Phone Interview	YES	YES	YES
Blood Urine	NO	NO	NO
Accelerated Death Benefit/ LTC Benefit	Monthly, Based on # of Months at Issue	Monthly, Based on of # Months at Issue	Monthly, Based on of # Months at Issue
Commission Chargeback Rules	Months 1-12 100%, Months 13-24 50%, Months 25 plus 0%	Months 1-12 100%, Months 13-24 50%	Months 0-6 100%, then is reduced by 5% per month through month 23; month 24 is reduced by 10%. After month 24, 0%
Survivor Version	NO	YES	NO
Qualified Money Options	NO	YES	NO

Source: Insurance company marketing materials for each product. Competitor information is obtained from sources believed to be reliable, but its accuracy or completeness is not guaranteed. If there are questions regarding this information, please contact a representative from the applicable company. This data is for informational purposes, and is not intended as a solicitation or recommendation of any insurance product. All expressed information or opinions are subject to change without notice. Insurance company names are strictly used for comparison purposes.

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