

Genworth Financial 

# Celebrate Partnerships

Long Term Care Insurance



Underwritten by  
Genworth Life Insurance  
Company, Richmond, VA

116160 05/20/11





With longer life expectancies, rising health care costs and budget-constrained government programs, it is more important than ever to think about your future long term care needs. Most of us understand the need to save for retirement. But many of us ignore an important part of preparing for the years ahead – a way to pay for long term care services.

**Preparing for long term care can help you protect your family, your assets and your financial independence. Now is the time to get started.**

## **Fortunately, there may be an answer – the Long Term Care Partnership Program**

The Deficit Reduction Act of 2005, which was signed into law in February of 2006, brings together public and private insurance resources in an innovative way to help consumers prepare for potential long term care needs. Long term care insurance purchased under these programs has created a new opportunity for consumers to enjoy the benefits of both long term care insurance coverage and asset protection in the event that Medicaid benefits are required.<sup>1</sup>

**States participating in a Long Term Care Partnership Program provide a valuable incentive for consumers to purchase this coverage and send a strong message about the importance of preparing for your future.**

<sup>1</sup> The information contained in this material describing certain aspects of the Deficit Reduction Act of 2005 is based on our current understanding of the law. It is not intended to provide legal advice and is subject to interpretation. Consult your attorney for information related to your particular situation.

## What does the Partnership Program do for me?

Because you live in a state that participates in the Partnership Program, you may be able to qualify for Medicaid in your state while retaining more assets than would otherwise be allowed under your state's Medicaid eligibility requirements. By purchasing Partnership-qualified long term care insurance, for every dollar of benefit you receive for covered care, you receive a dollar of asset protection. This is called dollar-for-dollar asset protection.





### Here is an example<sup>2</sup>

Suppose you purchase Partnership-qualified long term care insurance, and under the terms of your coverage, you receive \$200,000 in benefits. Generally, you will be able to keep an additional \$200,000 in savings or investments, in addition to the assets your state already allows you to keep, and still meet your state's asset test for qualifying for Medicaid.

<sup>2</sup> Because state and Medicaid eligibility requirements vary, we recommend that you consult with your attorney or tax advisor for more information. For example, the Partnership Program does not affect Medicaid income requirements or other non-asset-related eligibility requirements. You may also learn more about Medicaid from your state Medicaid office or from the federal government's website, [www.cms.gov](http://www.cms.gov).

Without the Partnership Program, your state may require you to spend your \$200,000 in savings or investments for long term care services prior to becoming eligible for Medicaid. Keep in mind that, generally, both income and assets are included in determining eligibility for Medicaid, and that the Partnership Program protection relates to your assets only. It is important to note that you are not required to use all the benefits of your long term care insurance prior to receiving dollar-for-dollar asset protection. Every benefit dollar qualifies.



## Partnership Program Qualifications

The long term care insurance you purchase must meet the following requirements in order to qualify for the benefits of the Partnership Program:

- It must be a federally tax-qualified long term care insurance plan; long term care insurance from Genworth Life Insurance Company meets this qualification.
- It must meet the following inflation protection requirements based on the client's age as of the date of the application:
  - If you are younger than 61, your plan must include compound annual inflation protection.\*
  - If you are ages 61 through 75, your plan must include some form of inflation protection.\*
  - If you are 76 or older, your plan does not need to include inflation protection. However, you may select an inflation protection option and still qualify.\*

## Sounds like a great benefit – is there any additional cost?

Once you have purchased the necessary inflation protection option, there is no additional premium required in order to participate in the Partnership Program.

\*Individual state requirements may vary. Certain states may require specific levels of inflation protection to qualify. Please consult with your agent for details.

We are a company you can trust to help protect your assets and lifestyle as you grow older.

### Now it's up to you

Doesn't it make sense to take care of those things you can control? Your potential long term care needs are among those things you can help to prepare for now. With long term care insurance, you can rest easy knowing your assets and financial independence are better protected. It can be an affordable solution and one of the best decisions you ever make. So why wait?



## **Genworth Life Insurance Company – when dependability is a must**

Selecting a long term care insurance company is an important decision. Genworth Life Insurance Company is a leader in the long term care insurance industry.<sup>3</sup> We offer comprehensive benefits and a claims payment record of more than \$6.2 billion since we began operations in 1974.<sup>4</sup>

We helped pioneer long term care insurance more than three decades ago, and over the years we have continued to meet the needs of more than one million insureds.<sup>4</sup> We believe our experience and expertise set us apart from the rest and make us the right choice to help protect your future.

**We are the company to choose,  
with a name you can trust.**

<sup>3</sup> LifePlans 2009 Long Term Care Individual and Group Association Top Writers Survey Results. Based on number of individual policies sold and individual annualized premium in force.

<sup>4</sup> As of 6/30/2010.



# Genworth Life Insurance Company

## LONG TERM CARE INSURANCE

6620 West Broad Street  
Richmond, VA 23230

### **Insurance and annuity products:**

- Are not deposits.
- Are not insured by the FDIC or any other federal government agency.
- May decrease in value.
- Are not guaranteed by a bank or its affiliates.

This is a solicitation of insurance. An insurance agent/producer will contact you. Not all policies are available in all states. Details about the benefits, costs, limitations and exclusions of these long term care insurance policies will be provided to you by a licensed insurance agent/producer.