

# EssentialLTC

Long Term Care  
Insurance Coverage

Designed For Employers



## Why long term care planning is an important topic

Many people can expect to need long term care at some point in their lives. They may suffer from a disabling accident, chronic illness or be unable to complete simple activities such as dressing, bathing or moving around the house.

Receiving help for these activities can be expensive and may require the possibility of a loved one, your employee, needing to provide care. Becoming a caregiver can impact their income, assets and lifestyle, just as much as it could impact the person they are caring for.

National Guardian Life Insurance Company (NGL) is here for your employees, their families, and your business. EssentialLTC, our Long Term Care insurance option, can help prepare for life's financial journey.

## When is long term care needed?

It could be any reason at any point in life. It's any scenario where help is needed with at least two activities of daily living (bathing, continence, dressing, eating, toileting and transferring) for at least 90 days or are diagnosed with a severe cognitive impairment.\*

Buying Long Term Care insurance while you are healthy and younger allows for it to be more affordable. People 65 and older have a 70% chance of needing some type of long term care in their remaining years,<sup>1</sup> and an unfortunate diagnosis may limit you from qualifying for any coverage.

\* By definition of your policy Chronically Ill means you require: substantial assistance from an individual to perform at least two (2) Activities of Daily Living due to the loss of functional capacity for a period expected to last at least 90 days; or substantial supervision when you have a severe cognitive impairment to protect you or others from threats to health and safety.

<sup>1</sup> ACL Administration for Community Living, 18 Feb. 2020. "How Much Care Will You Need?" [acl.gov/ltc/basic-needs/how-much-care-will-you-need](http://acl.gov/ltc/basic-needs/how-much-care-will-you-need).

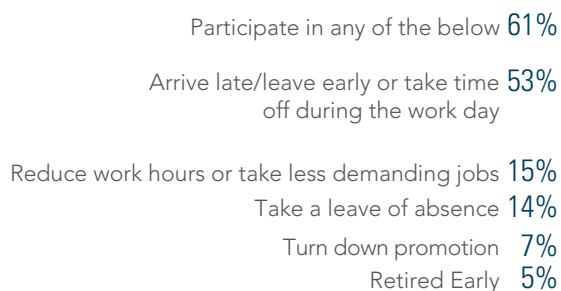
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# Impact on employers

Long term care not only puts a strain on family members, but it can also impact you as an employer. The physical, financial and emotional burden placed on an unpaid caregiver, your employee, is something to be seriously considered when determining your business's long term care plans.

## Unpaid caregiver statistics on work accommodations due to caregiving for an adult age 50 and older



National Alliance for Caregiving and AARP, Caregiving in the U.S. 2020

# LTCi for almost any business

Demand continues to increase for worksite Long Term Care insurance (LTCi) solutions,<sup>1</sup> yet it seems there are limited options for the 31.7 million small businesses in the United States.<sup>2</sup> Small to mid-sized businesses could benefit from long term care planning options to help them recruit, retain and reward talented employees just like large businesses do.

## INTRODUCING EssentialLTC's Program for the Worksite

With NGL EssentialLTC, it's possible for almost any business with at least 5 employees to be eligible for employer group premium rates. This may be an appealing option to business owners and executive carve out groups.



### Low Minimum Participation

Participation requirements range from 2 to 5 issued employees, varying by state.\*



### Simple Submission

E-APP, which includes the ability to e-sign, is available for employer group applications in most states.\*



### Streamlined Group Approval

Your agent will submit an Application for Approval of Employer Group. We will then work with your agent and quickly come to a decision, typically within 2 business days.



### Billing

List bill is available to groups with at least 3 policies actively on this billing method.



### Employer Group Premium Rates\*



### Underwriting Process

Applications for approved employer groups will be fully underwritten.

## Contact your agent to see how this program can help you protect your employees, their families, and your business.

A long term care insurance policy explains a policy's coverage, limitations and exclusions, along with what a policyholder must do to keep the policy active and what might cause the policy to be discontinued. For more information on policy costs and details of coverage, please contact your licensed insurance representative or an EssentialLTC representative. An insurance agent may contact you. This is an insurance solicitation.



**NGL**

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