

# Announcement from LifeSecure Insurance Company



Dear Agents and Distribution Partners,

After careful analysis of our long term care insurance business and continuous review of our product offerings and overall business strategy, we have made the decision to discontinue sales of our long term care insurance product in the individual markets, effective Nov. 1, 2016.

Since our inception, LifeSecure has always focused on managing our business strategically and responsibly. We believe this action will allow us to further capitalize on our strengths as a company, operate more efficiently and effectively, and better serve our agents, policyholders and employer customers. ***Please note: Important dates and additional information regarding this decision can be found at the end of this email.***

**We will continue to offer our Multi-life LTCi product in the worksite markets.** LifeSecure has always been an impassioned advocate of LTCi and we remain optimistic about the future of this very important product line. We believe that there continues to be a growing need for LTCi and LTC planning in general.

As one of the top-ranked carriers for worksite LTCi sales, LifeSecure has experienced great success and continued growth in the worksite space. This decision allows us to focus even greater attention, energy and resources on what we do best: offering our innovative, flexible and simple solutions at the worksite.

**This decision does not impact our existing individual LTCi policyholders.** We will continue providing top-of-the line service to our existing individual LTCi policyholders. We will maintain our focus on delivering the strong protection, personal service and support, and overall exceptional insurance experience that you and your clients have come to expect from LifeSecure.

LifeSecure remains a thriving, growing company focused on managing our business in order to ensure our success for years to come. In addition to our Multi-life LTCi, we will continue to offer our Hospital Recovery and Personal Accident insurance to the individual and worksite markets. We're also working to expand our national footprint and product portfolio by developing new supplemental insurance solutions. We look forward to sharing these future announcements and opportunities with you.

All of us at LifeSecure sincerely appreciate your business, support and commitment. Your partnership, today and in the future, is important to us. If you have any questions, please don't hesitate to contact us.

## Important Dates:

- **Oct. 31, 2016:** Last valid day for LifeSecure's individual LTCi applications to be fully data-entered and submitted online - no later than 11:59 p.m. ET (8:59 p.m. PT).

- **Nov. 1, 2016:** Sales of LifeSecure's LTCi product in the individual LTCi markets will cease and no further individual applications will be accepted.

**Additional Notes:**

- Effective Nov. 1, 2016, LifeSecure will no longer accept individual LTCi applications for policy series LS-LTC-0004 with gender-based pricing, including applications for members of existing association groups. We will continue to accept Multi-life LTCi applications for policy series LS-LTC-0005 and policy series LS-0002 in California with unisex pricing for new and previously approved employer groups.
- Individual LTCi applications submitted prior to Nov. 1, 2016, will be processed according to LifeSecure's underwriting guidelines. Applications will be closed as incomplete if outstanding requirements are not received within the allotted time frame, per current procedures, and will not be re-opened.
- Any individual LTCi application in a postponed policy status as of Nov. 1, 2016, will not have the opportunity to be written.
- Any individual LTCi application closed as incomplete prior to or after Oct. 31, 2016, will not be re-opened if missing outstanding requirements are received after Oct. 31, 2016.



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