

# Hybrids Have Their Advantages

We can help you choose the right one for your client.

Carrier/Product	John Hancock LifeCare	Lincoln MoneyGuard Fixed Advantage	MassMutual CareChoice	Nationwide CareMatters II	Nationwide CareMatters Together	New York Life AssetFlex	OneAmerica Asset Care	Securian SecureCare IV
AM Best	A+	A+	A++	A+	A+	A++	A+	A+
Policy Type	Indexed Universal Life	Universal life	Whole life	Fixed premium universal life	Last survivor universal life	Universal life	Whole life and Annuity products	Whole life
Guaranteed Return of Premium (ROP)	Policy surrender value	70% or 11-yr vesting	Policy surrender value	Vested One-time step-up Minimum refund w/max LTC benefit	Policy surrender value	80%	Full ROP option available with 2-yr acceleration and 2 or 4 year continuation of benefits (COB) rider option	Vested, 75%, or LTC boost
Rate Classes	Preferred, Standard, and Select non-smoker, Standard Smoker Couples discount	Standard Couples discount	Non-tobacco or tobacco	Non-tobacco: single and couples Tobacco: single and couples	Preferred and Standard, one person on the policy must be rated preferred to issue	Preferred and Standard Non-Smoker, Preferred and Standard Smoker; Couples Discount	Preferred non-smoker Standard smoker Tables 5-8	Non-tobacco: single and couples Tobacco: single and couples
Ownership	Individual	Individual	Individual	Individual	Joint second-to-die	Individual	Individual Joint second-to-die	Individual
Funding Options	Non-qualified	Non-qualified	Non-qualified	Non-qualified	Non-qualified	Non-qualified	Non-qualified Qualified	Non-qualified
Payments	Single-pay 5-pay 10-pay 15 pay	Single-pay Flex-pay (Lesser of 10 years or to age 82. Max benefit period is 6 years)	Single-pay 10-pay	Single-pay 5-pay 10-pay Pay to 65 (ages 30-54) Pay to 100 (ages 30-65)	Single-pay 5-pay 10-pay 20-pay (age 65) Pay to 100 (age 65)	Single-pay 5-pay 10-pay 15-pay	Single-pay 5-pay 10-pay 20-pay Pay to age 95	Single-pay 5-pay 7-pay 10-pay 15-pay
Issue Ages	30 - 75	40 - 80 (CA and NY 40-79)	35-69 non-smoker 35-65 smoker NY NS: 40-69 NY Tobacco: 40-65	30 - 75 (age last)	30 - 70	30 - 75	35 - 80 59 1/2 - 80 (annuity funding option)	40 - 75 (age last)
Elimination Periods (EP)	90 calendar days	0-day: home care and facility care	90 calendar days	90 calendar days (Once EP satisfied, benefits for 90 days paid along w/benefits for fourth month)	90 calendar days (Once EP satisfied, benefits for 90 days paid along w/benefits for fourth month)	0-day: home care 90 days: facility care	0-day: cash indemnity for informal care 0-day: home care 90 calendar days: facility care	90 calendar days
Inflation Riders	5% compound Fixed Account Indexed Options: Select Capped, High Capped, and Barclay's Managed Volatility	3% compound (2-6 year Benefit Period) 5% (2-5 year Benefit Period)	5% compound	3% simple 3%, 5% compound	3% compound 3% compound for 20 years 5% compound	Future inflation purchase option 5% 3%, 5% compound	2%, 3% or 5% compound (COB rider) 20 years or lifetime	3% simple or compound 5% simple or compound
Minimums	\$50,000 death benefit	\$50,000 death benefit	\$25,000 deposit (NY \$25,000)	\$60,000 death benefit	\$54,000 death benefit	\$36,000 death benefit \$50,000 cumulative premium	\$50,000 death benefit	\$50,000 death benefit
Max Benefit Periods	6 years	7 years	4 years paid up; additional purchased by dividends generally increase the benefit period	7 years	8 years shared	7 years	Unlimited	8 years
Payment Type	Choice of Indemnity or Reimbursement	Reimbursement or 80% Indemnity	Reimbursement	Indemnity	Indemnity	Reimbursement; Informal care allows 50% of monthly benefit paid as Indemnity for one year	Reimbursement; Can elect 50% of monthly benefit as Indemnity until death benefit is exhausted	Indemnity

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