

# Planning for Longevity

Metropolitan Life Insurance Company (“MetLife”)



## MetLife®

### VALUABLE NEW OFFERING NOW AVAILABLE

#### *Discounted Premiums<sup>(1)</sup>*

Thanks to your employer, you and qualifying family members now have access to Long-Term Care Insurance (“LTCI”) from MetLife. This type of coverage is designed to help you protect your retirement and preserve your independence should you ever need long-term care services.

As an employee, you may be eligible for an additional premium discount and have the opportunity to apply with fewer health questions.

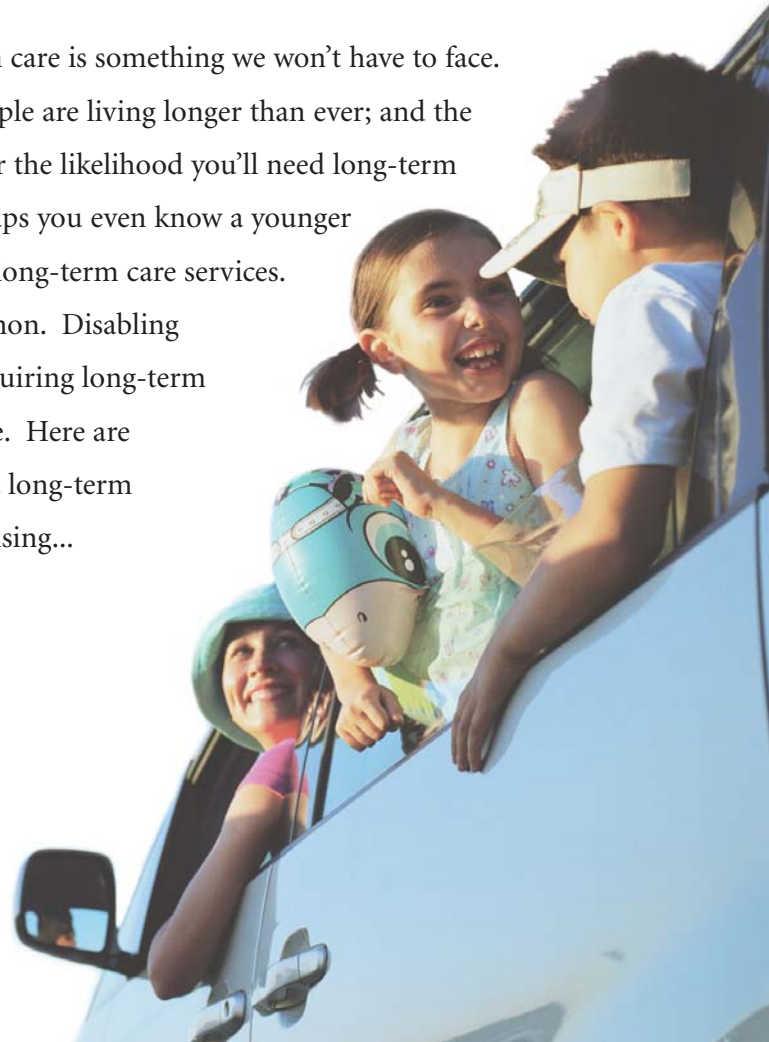
(1) When you are offered a MetLife LTCI policy through an employer, a premium discount is available.

## *How will you live in the future?*

We all want to believe that we’ll live long lives. How well we live our lives in the future is often based on decisions we make today. Think for a moment about your future. You may have plans to maintain a comfortable home or to do more traveling. But have you ever considered how your life might change should you experience an injury or illness that could require long-term care services?

It’s easy to say long-term care is something we won’t have to face. However, the fact is, people are living longer than ever; and the older you are, the greater the likelihood you’ll need long-term care in the future. Perhaps you even know a younger person who has needed long-term care services.

It is not all that uncommon. Disabling illnesses and injuries requiring long-term care can strike at any age. Here are some other points about long-term care you may find surprising...



# How would you pay for long-term care services?

## IT'S NOT FULLY COVERED BY OTHER TYPES OF INSURANCES

Long-term care is the care you need when you are unable to independently care for yourself and may require help with activities of daily living like eating, bathing or dressing. Chances are, your lifestyle, your family and your retirement have been protected by life insurance, disability income insurance, health insurance and other types of coverage. However, long-term care poses a unique risk because it is not typically covered by traditional health insurance plans, HMO Plans or disability income insurance.

Take a look at the chart on the right for the average national annual cost of long-term care services. Think about how the considerable expenses associated with this kind of care can deplete your retirement savings – maybe even before retirement. Also remember that a sudden accident or illness requiring long-term care services could happen at any age. Without a plan, how would you cover these costs?

### Average Annual Costs for Long-Term Care Services

#### Home Care<sup>(2)</sup>

\$19,710/yr to \$52,560/yr

#### Assisted Living/Residential Facility<sup>(3)</sup>

\$30,288/yr

#### Nursing Home<sup>(2)</sup>

\$61,685/yr

- (2) MetLife Mature Market Institute, "The MetLife Market Survey on Nursing Home and Home Care Costs," September, 2004. (Home health care costs based on home health aide at \$18/hour x 3-8 hours/day x 7 days/week. Home care can vary based on specific circumstances. Nursing home costs based on a semi-private room, 7 days/week.)
- (3) MetLife Mature Market Institute, "The MetLife Survey of Assisted Living Costs," October, 2004.

## WHAT IS THE RIGHT AGE TO PURCHASE LONG-TERM CARE INSURANCE?

### IF YOU ARE UNDER AGE 45:

One of the main reasons we buy life insurance is to protect our loved ones in the event of an untimely death. Likewise, purchasing a Long-Term Care Insurance policy today offers an important level of protection should an unforeseen event such as an accident or premature illness cause you to need long-term care services. By applying for coverage now, premiums are the most affordable because they are based on your age. And unlike investments that can take years to grow, Long-Term Care Insurance can provide support shortly after your coverage goes into effect.

### IF YOU ARE AGE 45 TO 59:

You will still take advantage of lower premiums based on your current age. You will also help to ensure that you will not need to rely on your children or other family members should you ever need long-term care services.

### IF YOU ARE AGE 60 OR OVER:

Your odds of needing long-term care services may be higher after age 60 than ever before. Purchasing coverage today can help you to preserve your assets and give you greater flexibility in making your own decisions about long-term care services should you need them.





## IS LONG-TERM CARE INSURANCE RIGHT FOR YOU?

Long-Term Care Insurance helps give you control over the type of care you receive and where you want to receive it. Long-Term Care Insurance can also help maintain your independence, so you won't have to worry about being a burden on your children or other loved ones. Additionally, Long-Term Care Insurance can allow you to use your retirement savings for the purpose it was intended: *your retirement*.

If Long-Term Care Insurance is right for you and your family, consider the coverage available through your employer and MetLife. As an eligible employee, you'll have access to a variety of policy options, discounted premiums *and* the opportunity to apply with fewer health questions.

## Is using your own savings to cover long-term care costs a viable option?

How you plan to pay for long-term care expenses is a personal decision. To determine which method will work best for you, consider how much you would need to invest in order to have enough money available to cover the cost of long-term care services.

### USING YOUR SAVINGS FOR LONG-TERM CARE EXPENSES:

If you want to pay for care with your own savings, you need to be willing to take the risk that you won't need care until you have saved enough money to pay for it. Doing so means saving aggressively today for care you might need in the future. The need could arise in a year, three years, or ten to twenty years from now.

### USING LONG-TERM CARE INSURANCE FOR LONG-TERM CARE EXPENSES:

With Long-Term Care Insurance, you pay a premium suited to fit your budget and you have the coverage you need whenever you need it. In the case of a disabling injury or illness, this can be a critical consideration.

### HERE'S A SIMPLE "INVEST VS. INSURE" EXAMPLE:<sup>(4)</sup>

Consider what you can do with \$95.49 per month (insurance vs. investing)

CONTRIBUTION TO INSURANCE OR SAVINGS/INVESTMENT	SAVINGS/INVESTMENT RETURNS	LTC INSURANCE COVERAGE
<b>\$22,917</b>	<b>\$56,633</b>	<b>\$273,750</b>
Total contribution to investments or insurance policy for 20 years	Results from investing \$95.49/mo. for 20 years (8% annual return)	Results from paying \$95.49/mo. Premium for LTC Insurance

**Investing the \$95.49:** After 20 years, \$95.49 invested with an annual yield of 8% compounded monthly would give you \$56,633 to spend on long-term care services.

**Using \$95.49 to pay monthly premiums:** After 20 years, \$95.49 used to pay monthly premiums for a long-term care insurance policy will give you \$217,117 *more* than you would receive through the investment as described above. (Total Lifetime Benefit of \$273,750.)

(4) The monthly premium amount quoted is shown for illustrative purposes only and may vary according to policy design and any additional options. Fulfillment of eligibility requirements and elimination period may be required prior to receiving benefits.





# MetLife Long-Term Care Insurance offers:

- Freedom to choose the kind of care that's right for you – in or out of your home.
- Coverage for home care, as well as coverage for care received in assisted living/residential care facilities and nursing homes.
- Specialists on staff, including dedicated Nurse Care Managers with skills to develop a personal plan of care for you in your community.
- Certified Long-Term Care Insurance Consultants that can provide you with a personalized consultation.
- The financial strength to be there when you need to use your Long-Term Care Insurance.
- Up to 35% off premium through use of Employer, Spousal, Marital and Residential discounts.

## FREEDOM WHEN YOU NEED IT MOST

MetLife Long-Term Care Insurance will be there to help protect the freedom you enjoy today. If a day comes when you need extensive care for a long period of time, you can take pride in having more freedom to decide who takes care of you and where. At the same time you will be helping to relieve the financial and emotional burden on your family. Help secure that freedom today; you'll save a lot of worry tomorrow.

## *Apply Today!*

The Metropolitan Life Insurance Company's ("MetLife") Long-Term Care Insurance policies are guaranteed renewable. This means that once a policy is issued, it cannot be cancelled due to an increase in your age or a change in your health. Premium rates can only be raised as the result of a rate increase made on a class-wide basis in the state where the policy is issued and approved by the Department of Insurance.

Like most Long-Term Care Insurance policies, MetLife's policy contains certain exclusions, limitations, elimination periods, reductions of benefits and terms for keeping it in-force. For complete costs and details, please call a MetLife Representative/Agent/Producer.

This advertisement describes coverage offered by MetLife. Depending upon state availability, coverage may be offered by the following MetLife policy: LTC2-VAL, LTC2-IDEAL, LTC2-PREM, LTC2-FAC. In some states, coverage may be offered by the above-referenced policy number followed by the state's 2-letter abbreviation; the state's 2-letter abbreviation plus "ML" for Multi-Life policies; or the state's 2-letter abbreviation plus "P" for Partnership policies.

**have you met life today?®**

**MetLife®**