



# LifeStage Advantage

## Product Positioning & Sweet Spots

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# MetLife LTC LifeStage Advantage<sup>SM</sup>

It's as Easy as 1-2-3



## Custom Advantage<sup>SM</sup>



Select the Maximum Amount of Initial Coverage you want:

Monthly Benefit Amount (MBA)	Total Benefit Amount (TBA)						
	\$75K	\$100K	\$200K	\$300K	\$400K	\$500K	\$1MM
\$3,000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
\$4,500			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
\$6,000			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
\$9,000				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
\$12,000				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
\$15,000					<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



Decide whether you want any of the Optional Benefit Riders:<sup>1</sup>

- Shared Care Rider  Yes  No
- Nonforfeiture Coverage Rider  Yes  No



Select a Benefit Increase Option:<sup>1</sup>

- Future Purchase
- Tiered Solution<sup>SM</sup> (Graded Automatic Annual Increase through age 75)
- 3% Automatic Compound
- 5% Automatic Compound
- I do not choose a benefit increase option

### Included Features:

- ✓ 100% of monthly benefit amount for care at home or in other long-term care settings
- ✓ 100 Calendar Day Elimination Period
- ✓ Return of Premium on Death up to age 70
- ✓ 50 days of Bed Reservation per year
- ✓ Needs Assessment and Ongoing Care Advisory Services

### Annual Premium with Discounts

Applicant 1 Pays: \_\_\_\_\_

Applicant 2 Pays: \_\_\_\_\_

Total: \_\_\_\_\_

<sup>1</sup> At additional cost. Refer to Outline of Coverage and Plan Proposal for additional information.

This long-term care insurance solicitation describes coverage offered by Metropolitan Life Insurance Company ("MetLife"). Insurance coverage is offered by policy number LTC2007. In some states, these identifiers may be followed by the state's 2-letter abbreviation; a revised edition date; "ML" for Multi-Life policies; or "P" for Partnership policies.

MetLife's LTC insurance policies are guaranteed renewable and, like most LTC insurance policies, cannot be cancelled due to an increase in your age or a change in your health. Premium rates can be raised as the result of a rate increase made on a class-basis. Like most LTC insurance policies, MetLife's policies contain certain exclusions, limitations, elimination periods, reductions of benefits and terms for keeping them in-force. Contact a licensed MetLife insurance agent for complete costs and details.

#### **What is Not Covered Under this Policy (LTC2007)**

No payment<sup>2</sup> will be made for any of the following:

- treatment of alcoholism or drug addiction, unless the addiction was due to drug(s) taken on the advice of a Physician;
- any care received while in a Hospital, except in a unit specifically designated and licensed as a Nursing Home or Hospice Facility;
- any injury or sickness that results from:
  - any war, or act of war (whether declared or undeclared);
  - participation in a felony, riot or insurrection; or
  - any intentionally self-inflicted injury;
- services performed at Home by a member of your Immediate Family, unless: (a) he or she is a regular employee of a Home Care Agency which is providing services to you; (b) the Home Care Agency receives payment for the services; and (c) he or she receives no compensation other than the normal compensation for employees of that Home Care Agency;
- any care or services received outside of the United States, except as described in the International Benefit section;
- any service or item to the extent the expense for it is reimbursable under Medicare, or would be reimbursable but for the application of a deductible, coinsurance or co-payment amount. This exclusion will not apply where Medicare is secondary payer under applicable law;
- treatment received in a government facility (unless otherwise required by law); services for which benefits are available under a government program (except Medi-Cal); or
- services for which no charge is normally made in the absence of insurance.

#### **Coordination of Other MetLife Coverages and Non-Duplication of Benefits:**

If you have more than one long-term care insurance policy or certificate insured by MetLife, to the extent permitted by applicable law, we will reduce benefits payable under the policy to the extent necessary, so that the combination of amounts paid or payable under all of the policies and certificates issued by MetLife will not exceed 100% of the actual charges for covered services.

To the extent permitted by applicable law, we will reduce the benefits that we will pay for covered services to the extent that the combination of benefits paid under the policy and amounts paid or payable for those services by any of the following exceed 100% of the actual charge for the covered services: any medical insurance policy; any state or federal workers' compensation law or similar law; any employer's liability or occupational disease law; or any motor vehicle no-fault law. These provisions do not apply to policies or certificates which pay benefits without regard to actual charges you incur.

For the Limitations & Exclusions that are applicable in your state, refer to the "Outline of Coverage" that will be given to you before completing an application for coverage.

<sup>2</sup> Payment is in the form of reimbursement unless otherwise specified.

• Not a Deposit or Other Obligation of Bank • Not FDIC-Insured • Not Insured by Any Federal Government Agency • Not Issued, Guaranteed or Underwritten by Bank or FDIC • Not a Condition to the Provision or Term of Any Banking Service or Activity • Policy is an Obligation of the Issuing Insurance Company

# MetLife

**Metropolitan Life Insurance Company**  
New York, NY 10166

## Product Positioning

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### **Affordable Alternatives to 5% Compound Inflation**

- Tiered Solution
- Prefunding Inflation with FPO
- Prefunding Inflation without FPO

**MetLife**<sup>®</sup>

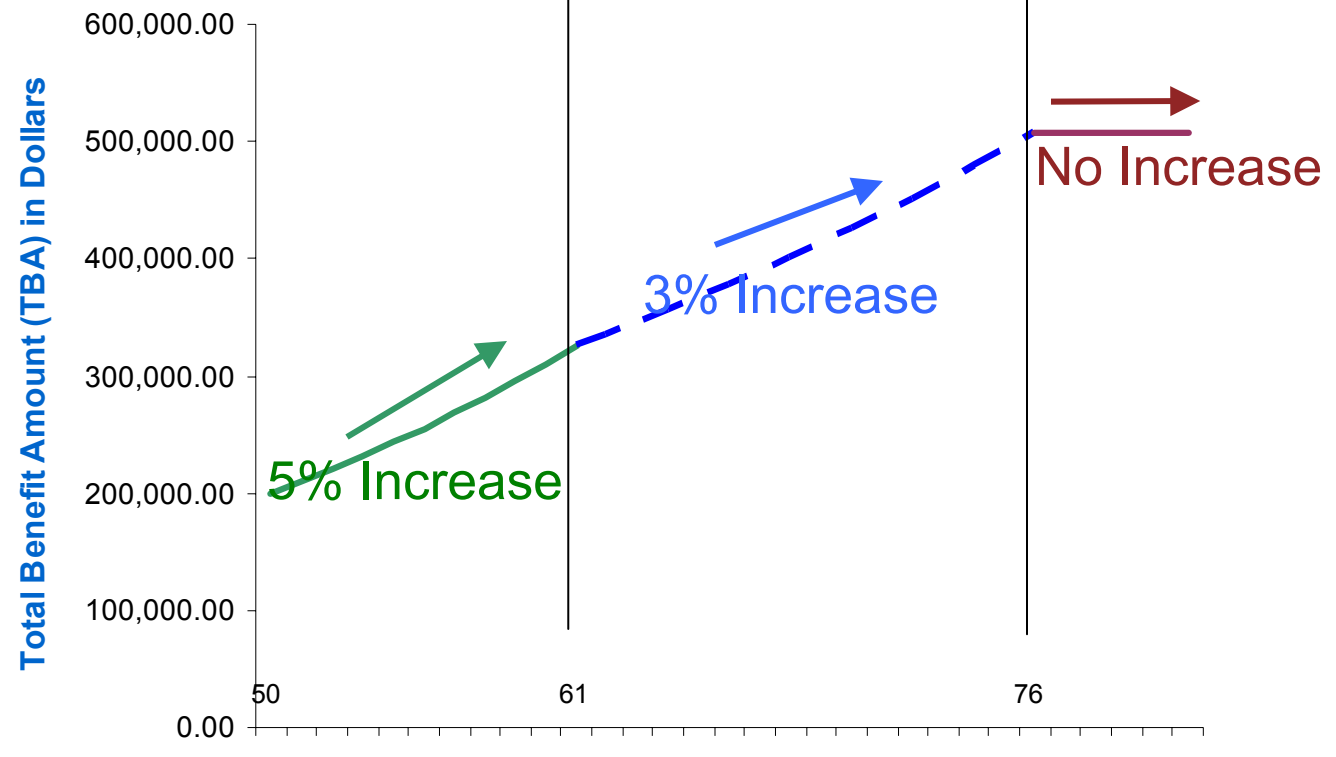


# Tiered Solution

# Affordable Alternative to 5% Compound

## Tiered Solution<sup>SM</sup>:

Increase of Total Benefit Amount (TBA) with Tiered Solution



# Affordable Alternative to 5% Compound

Single Woman, Age 48, Standard Rating, California

	Custom Advantage		
<b>TBA:</b>	\$300,000	\$300,000	\$300,000
<b>MBA:</b>	\$6,000	\$6,000	\$6,000
<b>Inflation Protection:</b>	<b>5% ACI</b>	<b>3% ACI</b>	<b>Tiered Solution</b>
<b>Initial Annual Premium:</b>	<b>\$5,052</b>	<b>\$2,671</b>	<b>\$2,435</b>
<b>TBA in 30 years:</b>	<b>\$1,296,581</b>	<b>\$728,179</b>	<b>\$839,365</b>
<b>MBA in 30 years:</b>	<b>\$25,935</b>	<b>\$14,564</b>	<b>\$16,788</b>
<b>Total Premium Paid Over 30 Years:</b>	<b>\$151,552</b>	<b>\$80,132</b>	<b>\$73,057</b>

## Affordable Alternative to 5% Compound – Tiered Solution

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- **Competition's Quote:**

- 50 year old
- \$200 DBA
- \$219k Pool
- 5% Compound
- Premium - \$3200
  
- In Policy Year 25 – the Total Benefit Amount = \$706,296

## Solution

- **LSA w/Tiered Quote:**

- 50 year old
- \$6k a month
- \$400k Total benefit
- Tiered solution
- **Premium \$2900**

**In Policy Year 25 – the Total Benefit Amount = \$1,015,100**

- **Advantage to LSA:**

- - Less expensive
- - Access to twice as much coverage up front
- - 100 Calendar Day EP included
- - ROP included

# ***Affordable Alternative to 5% Compound***

## **Tiered Solution is Partnership-Qualified in:**

Alabama

Arkansas

Georgia

Missouri

Minnesota

Nebraska

Oklahoma

Oregon

Rhode Island

South Carolina

South Dakota

Wisconsin

Wyoming

More to come...



# Pre-funding Inflation with FPO

# *Affordable Alternatives to 5% Compound*

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## *Prefunding Inflation + FPO*

### **Case Details:**

- North Carolina
- Married Couple Age 55 & 53
- Traditional product design was out of couples price range

## *Affordable Alternative to 5% Compound*

### *Prefunding Inflation + FPO*

#### **Traditional Sale**

- \$200k Total Lifetime benefit
- \$6k Monthly Benefit
- 5% Compound Inflation
- Total Premium: \$6021

#### **Alternative Sale:**

- \$400k Total Lifetime benefit
- \$12k Monthly Benefit
- FPO Inflation
- Premium: \$3487

*Double original benefit amounts,  
add FPO*

## *Affordable Alternative to 5% Compound*

### **If you exercise no FPO options**

- A \$2,533.51 or 42% savings or in premiums
- It will take 15 years for 5% compound benefit amounts to reach the original FPO benefit amounts
- \$2,533.51 invested at 5% in 15 years = \$54,670
- \$54,670 covers 100 day EP at \$546/day or save for later increases if needed. FPO guarantees future insurability

## *Affordable Alternative to 5% Compound*

### **If you exercise FPO options early on**

- The premium for the FPO option with attained age increases would reach that of the 5% compound option at year 11
- The FPO options Monthly Benefit amount at year 11 is \$20k
- The FPO options Total Benefit amount at year is \$684k
- The 5% Compound option monthly and total benefit amounts wont reach those of the FPO option until year 25, when the Insureds are Age 78 & 80.



# Pre-funding Inflation without FPO

## *Affordable Alternative to 5% Compound*

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Prefunding with No FPO

### **Case Details:**

- California
- Married Couple Age 48 & 56

### **Agent's Proposal**

- Pre-fund Inflation to avoid inflation rider costs
- Maximize Total Benefit Pool vs. Long Duration Benefit Period

# Affordable Alternative to 5% Compound

## Prefunding with No FPO

<b>Age</b>	<b>\$1M, 15K, No Inflation</b>	<b>\$4500 MBA / \$500K TBA, 5% Compound</b>
48	\$2,300	\$3,355
56	\$3,479	\$3,936
<b>Total</b>	<b>\$5,779</b>	<b>\$7,291</b>

**MetLife**<sup>®</sup>

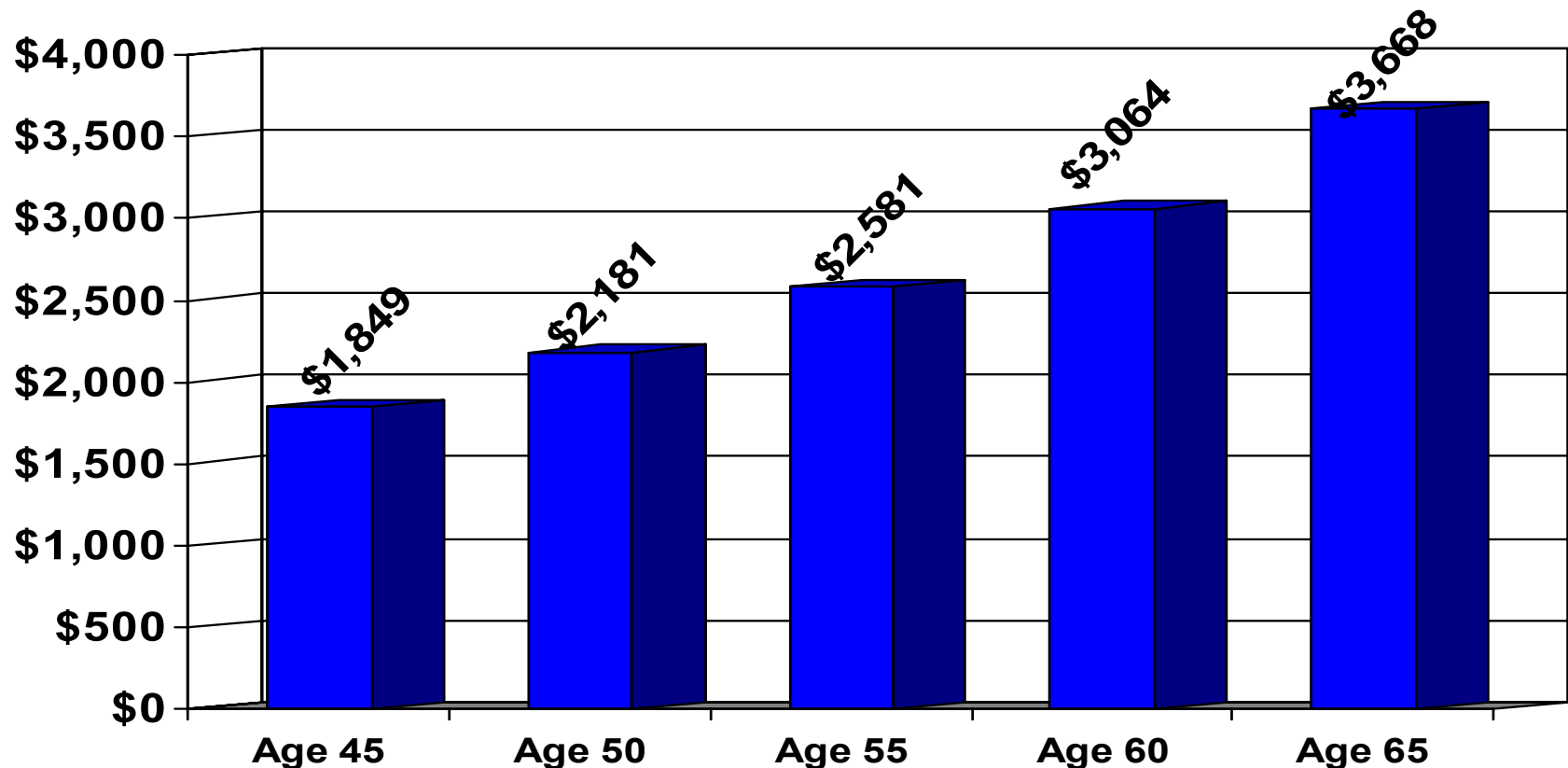


# Sweet Spots

## LifeStage Advantage Sweet Spots

**3% Compound** : Scenario: \$6K MBA/\$200K TBA

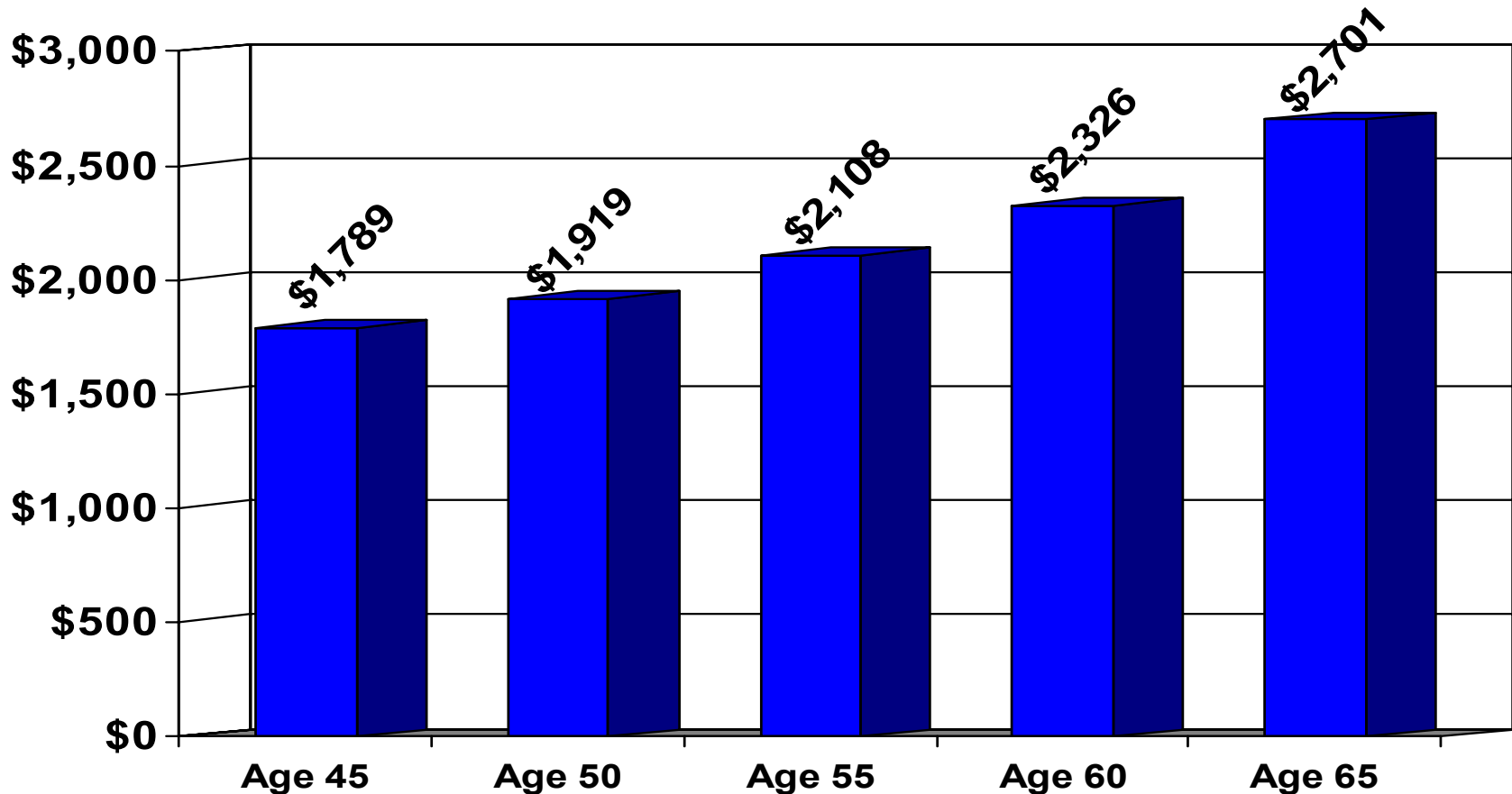
*LSA includes ROP to age 70, 100 Day Calendar Day EP, 100% Home Care*



# LifeStage Advantage Sweet Spots

**Tiered Solutions:** Scenario: \$6K MBA/\$200K TBA

*LSA includes ROP to age 70, 100 Day Calendar Day EP, 100% Home Care*



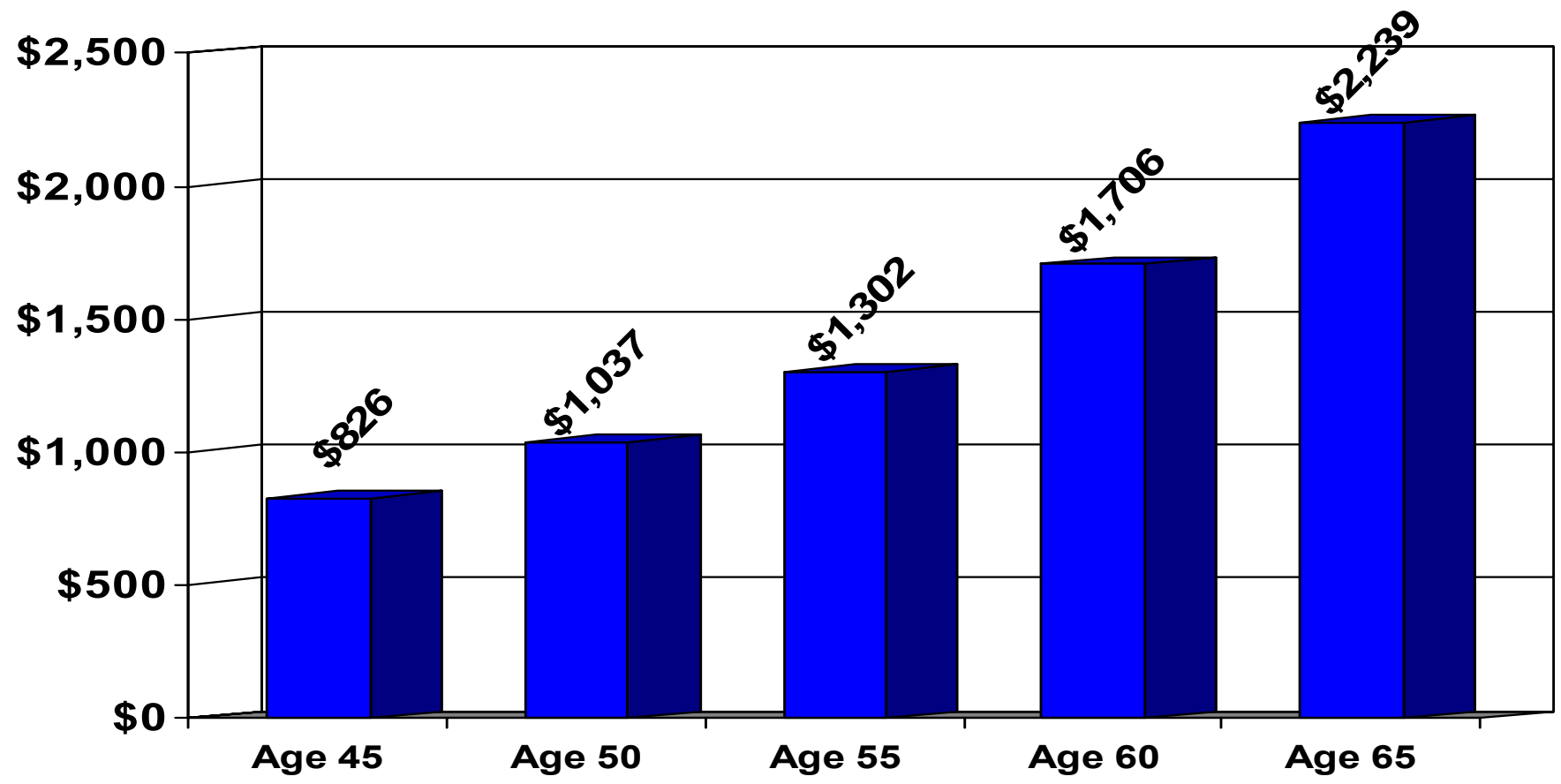
*LSA includes ROP to age 70, Calendar Day EP, Guaranteed Inflation protection*

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# LifeStage Advantage Sweet Spots

**Future Purchase Option: Scenario: \$6K MBA/\$200K TBA**

*LSA includes ROP to age 70, 100 Day Calendar Day EP, 100% Home Care*



# LifeStage Advantage Sweet Spots

## *Over Age 65*

	<b>5% Compound</b>	<b>3% Compound</b>	<b>Future Purchase Option</b>
<b>65</b>	\$5,308	\$3,668	\$2,239
<b>70</b>	\$6,287	\$4,724	\$3,228
<b>75</b>	\$8,099	\$6,543	\$4,922

# LifeStage Advantage Sweet Spots

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## *Affordable 10-Pay Options*

### **Case Details:**

- Employer-Paid
- Ohio-based manufacturing company
- 5 Executives, 5 Spouses
- 10 Pay a priority

# LifeStage Advantage Success Stories

## *Affordable 10-Pay Options*

Policy type	Ideal
Daily Benefit	\$150
Home Care %	100%
Benefit Period	5 years
Inflation	5% Compound
Elimination Period	100 days
Riders	Calendar Day

Full Pay Annual Premium	10 Pay Annual Premium
\$22,484	\$78,489

# LifeStage Advantage Success Stories

## *Affordable 10-Pay Options*

Policy type	Custom Advantage
Total Benefit Pool	\$500,000
Monthly Benefit	\$9,000
Inflation	None
Elimination Period	100 days
Riders	Included Calendar Day
Riders	Included ROP up to 70

Full Pay Annual Premium	10 Pay Annual Premium
\$10,183	\$ 29,103

# Underwriting

## **The most common reasons for declines:**

- Cognitive
- Musculoskeletal conditions
- Diabetes Mellitus
- Cardiovascular conditions
- Cerebrovascular conditions and Neurological Disorders

**MetLife<sup>®</sup>**



# MetLife's LifeStage Advantage

## Solutions for every stage of life

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