



Genworth®  
Financial



**LONG TERM CARE BUSINESS SOLUTIONS  
EXECUTIVE SERIES**

**AN EMPLOYER PAID  
TAX-QUALIFIED GROUP LONG TERM  
CARE INSURANCE PROGRAM  
(IN NEW YORK, NURSING HOME  
AND HOME CARE INSURANCE)**

Underwritten by  
Genworth Life Insurance Company of New York

## A NAME YOU CAN TRUST

Genworth Financial's Long Term Care Insurance Division has been an industry leader since it helped pioneer long term care insurance 35 years ago.

As a pioneer in long term care insurance, its underwriting companies have an unmatched depth of experience. Today, almost a third of people who own long term care insurance have coverage from a Genworth Financial underwriting company.<sup>4</sup>

Genworth Financial's commitment can be seen in its:

- Multi-million dollar partnership with the Alzheimer's Association to help find a cure
- Annual Cost of Care survey to help make people aware of just how much they could spend
- Leadership in shaping public policy to address the growing financial issues Americans may face in long term care situations
- Payment of more than \$5 billion in long term care claims to more than 117,500 claimants, at a rate of more than \$2 million per day.<sup>5</sup>

<sup>4</sup> LIMRA 2008 Individual Long Term Care Insurance In Force.

<sup>5</sup> Genworth Life Insurance Company and Genworth Life Insurance Company of New York business operations data, 12/1974 to 06/03/09.

## A PROGRAM FOR YOU, A VALUED EMPLOYEE

Your employer believes LTCI is an essential part of any sound financial plan. As a qualified employee, if you meet the underwriting requirements, you will receive long term care insurance at no cost to you.

Program highlights:

- Your employer is paying for this coverage as long as you are a qualified employee.
- These premiums, and any benefits paid under your insurance, are not taxable to you. The Group Policy is designed to meet the requirements for federally tax-qualified long term care insurance.
- Your coverage is portable. If you leave your employer and pay your premiums directly to Genworth Life of New York, you can keep your coverage.
- Your spouse may be eligible for benefits.

Start your application process today, during your employer's enrollment period.



# A GENEROUS EMPLOYEE BENEFIT

Your employer recognizes the financial and emotional burden a long term care event can cause. For that reason they are providing you with one of the most valuable employee benefits available today—Long Term Care Insurance.

*Long Term Care situations can result from:*

*Broken bones*

*Illnesses like multiple sclerosis*

*Diseases like Alzheimer's or Parkinson's*

*Strokes and other chronic conditions*

To help protect you and your family, your employer has included you in an exclusive Tax-Qualified Group Long Term Care Insurance (LTCI) Program for select employees. At no cost to you, this flexible Program can help protect your assets and provide options if you ever need to receive long term care services. Your employer recognizes your contributions to the business and is paying for this coverage on your behalf.

## **What is long term care?**

Long term care is assistance with everyday activities such as eating, dressing, or moving in and out of a bed or chair, or supervision for someone with a cognitive impairment.

## **What is Tax-Qualified Long Term Insurance?**

In New York there are two comprehensive categories of insurance providing coverage for long term care services, Nursing Home and Home Care Insurance and Long Term Care Insurance.

Long Term Care Business Solutions utilizes the Nursing Home and Home Care Insurance category in order to make the most flexible options available.

The Nursing Home and Home Care Insurance category allows greater affordability to the consumer, with lower mandated limits, yet still provides tax-qualified long term care insurance designed to meet the requirements for New York state and municipal tax credits, as well as those under Section 7702B(b) of the Internal Revenue Code.

## **How can Tax-Qualified Long Term Care Insurance help?**

Unlike health or disability insurance that cover doctor visits or replace lost income, LTCI helps to reimburse charges for care received in your home, in the community, or in a facility.

## **What do long term care services cost?**

Each year, Genworth Financial commissions a national cost of care survey. The costs shown below are from the current study (*2009 Genworth Annual Cost of Care Survey*).

A semi-private room in a nursing home has an average median cost of almost \$5,500 per month nationally. That's about \$66,000 per year.

Since typical stays can average three years,<sup>1</sup> your care today could cost close to \$200,000.

<sup>1</sup> "Long Term Care Financing: Policy Options for the Future." Feder, Komisar and Friedland, June 2007; Health Policy Institute, Georgetown University.



Many people think the government will pay for long term care expenses. Consider the following about these government programs:

- Medicare generally covers skilled nursing home care after a hospital stay of at least three days and its coverage for other long term care services is very limited.
- Medicaid does contribute towards long term care but requires recipients to use their income to pay for care and most of their assets to qualify. The savings you've worked hard to build up may have to be spent down.



### Receiving care

If the day comes that you need care, you can receive care in a range of settings:

**Home and Community:** Many people prefer to stay in the comfort of their own home if they need long term care. Your Executive Series LTCI Program can help pay for:

- Nurse and therapist visits
- Home health aides and personal care attendants

- Homemaker services such as preparing meals and doing laundry
- Adult day care
- Medical monitoring equipment
- Hospice care
- Caregiver training for a friend or neighbor or other person who provides care

**Assisted Living Facility:** If your care needs cannot be met in your own home, you may consider care in an Assisted Living Facility. Charges for things like your room, meals, and care support services are eligible under this Program.

**Nursing Facility:** This Program helps to reimburse room charges in a nursing facility for all levels of care — skilled, intermediate, and custodial — as well as private duty nursing care.

### Qualifying for benefits

You may qualify for benefits if a licensed health care practitioner certifies that you are chronically ill. A chronically ill person needs, either:

- Substantial assistance with at least two of six activities of daily living (bathing, eating, dressing, toileting, continence, and transferring — e.g. moving from a bed to a chair) for at least 90 days.

OR

- Substantial supervision due to a severe cognitive impairment (a significant deterioration in or loss of intellectual capacity). For example, a person with Alzheimer's Disease may need such assistance.

*42% of people receiving long term care services are under age 65.<sup>2</sup>*

<sup>2</sup> "Long Term Care Financing: Policy Options for the Future." Page 7. Feder, Komisar and Friedland, June 2007; Health Policy Institute, Georgetown University.

### **Your coverage**

Your Executive Series LTCI Program was designed by your employer with you in mind. Benefits available, as well as any limitations or exclusions, are described in your Outline of Coverage. For coverage to take effect, you must complete the application process. Upon acceptance by Genworth Life Insurance Company of New York (Genworth Life of New York), you will receive your Certificate of Insurance with full details of the Program.

As a valued employee, your employer pays for your coverage. The premium payments your employer makes on your behalf are not considered taxable income to you; neither are any benefits you may receive for long term care services.

Your Executive Series coverage is portable — so, if you leave your employer for any reason, you can keep your valuable coverage by paying your premiums directly.

### **Added value at the time of claim**

Genworth Life of New York prides itself on “best in class” claims servicing. This servicing includes access to negotiated discounts for long term care providers and a team of care coordinators.

Privileged Care Coordination is an integral part of each plan and is designed to help identify the long term care service providers needed at time of claim. The care coordination team includes professional nurses or licensed social workers, who are qualified by training and experience to assess and coordinate your overall long term care needs and assist in planning long term care services.



Their services are automatically part of your Program and come at no additional cost to you. You aren't required to use this team of coordinators. You can, at your own expense, choose a Licensed Health Care Practitioner to provide similar services.

With 35 years of experience in long term care insurance, Genworth Financial's underwriting companies (Genworth Life Insurance Company and Genworth Life Insurance Company of New York) currently protect more than 1 million insureds. As of June 30, 2009, their claim operations, the largest in the industry, have paid out nearly \$5 billion in claims to more than 117,500 claimants.<sup>3</sup>

This experience is what allows Genworth Life of New York to be your resource when you need them most — at time of claim.

<sup>3</sup> Genworth Life Insurance Company and Genworth Life Insurance Company of New York, business operations data, 12/1974 to 06/03/09.

*Genworth Financial is a proud sponsor of*

**alzheimer's  association®**

the compassion to care, the leadership to conquer

This pamphlet describes the Executive Series Tax-Qualified Group Long Term Care Insurance Program available for qualified employees. It is not a contract of insurance. Coverage is provided under the Group Nursing Home and Home Care Insurance Policy issued to your employer by Genworth Life Insurance Company of New York, using policy form series 7050. Only the group policy provisions will govern.

Coverage for an individual is subject to underwriting acceptance by Genworth Life Insurance Company of New York, according to its requirements. Each eligible person who becomes insured will receive a Certificate of Insurance. State variations may apply. Details of coverage, including benefits, limitations and exclusions are also set forth in the Outline of Coverage.

Reference to tax status is not intended as tax advice. Please consult with your tax advisor with respect to any tax implications.

New York State Partnership for Long Term Care: This coverage does not qualify for Medicaid asset protection under the New York State Partnership for Long Term Care Program.

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