

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



**MetLife<sup>®</sup>**



solutions life<sup>SM</sup>  
for every stage of

# Are you ready for the “ifs” in your life?



## Each stage in your life brings many “ifs”.

Some you look forward to...

*“If my children decide to go to college...”*

*“If I can retire early...”*

*“If my retirement years are fun and relaxing...”*

Some you worry about...

*“If I develop a disability or chronic illness...”*

*“If my family needs to take care of me...”*

But they all require planning so you can be ready for them. Chances are you have plans for how you'd like to spend your future and how you will support your desired lifestyle. But do you have a plan for how you would handle the need for long-term care?

## Long-term care insurance can help you manage those “ifs”.

• 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

# Long-term care insurance is designed to:

- Pay for long-term care expenses.
- Help protect your retirement savings and other assets.
- Offer you more choices regarding the type and location of your care.
- Relieve your family from the burden of taking responsibility for your care.

## What is long-term care?

Long-term care is the care you need when you are unable to independently care for yourself. You may require a caregiver to assist you with *everyday activities* of living such as dressing and bathing. This assistance may be required because you have a physical or cognitive impairment. Many people need long-term care at some point in their lives due to chronic illness, disability, injury or old age.

## Where is long-term care provided?

People often think of nursing homes when they think of long-term care, but in reality, most long-term care is received in one's home.<sup>1</sup>

## Who needs long-term care?

- Long-term care is not just for the elderly. Nearly 40% of people needing long-term care are adults 18 to 64 years old.<sup>2</sup>
- Americans who reach age 65 have at least a 60% chance of needing long-term care at some point.<sup>2</sup>

## How much does it cost?

The cost of long-term care can be significant. Based on national averages, just two years of home-based care would cost \$50,000. If you eventually need care in a nursing facility, the annual cost could easily reach \$70,000 or more.<sup>3</sup> Costs can vary greatly by geographic location and may be even higher in your area.

## Who pays for it?

Many people believe their existing insurance plans or a government program will pay for long-term care, but this is not usually the case.

- **Health insurance** and **Medicare** are designed to cover the cost of medical care, such as doctor's visits and hospital stays, and generally **do not** pay for long-term care.
- **Disability insurance** is designed to replace a portion of your lost income should you become disabled and unable to work. Disability insurance **does not** pay for long-term care services.
- **Medicaid** will pay for **some** long-term care services, but only after you've "**spent down**" virtually all of the assets counted by the state in determining your eligibility, including your personal savings and retirement accounts.
- **Personal savings**, intended for use in retirement or to leave as inheritance, is often the **only** available source of payment.

<sup>1</sup> Friedland, Robert B., "Caregivers and long-term care needs in the 21st century: Will public policy meet the challenge?" Georgetown University Long-Term Care Financing Project, July 2004.

<sup>2</sup> *The Long-term care Puzzle*, Harvard Magazine. July/August 2004.

<sup>3</sup> *MetLife Mature Market Institute, The MetLife Mature Market Survey of Adult Day Services and Home Care Costs*, September 2007, *The MetLife Mature Market Survey of Nursing Home and Assisted Living Costs*, October 2007. Home care costs are based on 25 hours a week at an hourly rate of \$19 for a home health aide. Nursing home costs are based on an average daily rate of \$183 for a semi-private room.

# Having the right plan can help you better manage the “ifs” in your life.



## MetLife LTC LifeStage Advantage<sup>SM</sup>—Solutions for every stage of life.

Instead of wondering how your family and finances would be impacted if you needed long-term care, you could be enjoying your life with confidence knowing you have a plan for whatever lies ahead.

With MetLife’s flexible, easy-to-understand long-term care insurance, anytime can be the right time to put a plan in place that fits your life, your needs and your budget.

MetLife LTC LifeStage Advantage offers you the choice between two plans specifically designed for different life stages.

If you are in the midst of your career...

**Simple Advantage<sup>SM</sup>** gives you the flexibility to get started now with a more affordable level of coverage and then add to it later — as often as every three years. Choose an initial total benefit amount between \$75,000 and \$500,000 and then purchase increases for a total of double your original total benefit amount, without having to provide proof of good health.

If you are getting ready to retire or are already retired...

**Custom Advantage<sup>SM</sup>** helps you to handle the cost of long-term care whenever you may need it— with your choice of total benefit amounts from \$75,000 up to \$1 million. And, you have the option of adding a benefit increase option to make sure your coverage stays current with the rising cost of care.

With MetLife LTC LifeStage Advantage you receive:

- **Comprehensive** long-term care insurance that pays for care provided in your home or other long-term care settings.
- **Personalized** assistance from our Care Coordinators who will help you access your coverage and support you through the long-term care process.
- A **return of premium** provision if you should die before age 70.
- The choice of **optional features** to personalize your insurance policy to meet your specific needs.

# Getting started is as easy as 1-2-3.

STEP

1.

Select your plan and maximum benefit amounts.

Simple Advantage <sup>SM*</sup>	Custom Advantage <sup>SM</sup>
Total benefit amount \$75,000 to \$500,000	Total benefit amount \$75,000 to \$1 million
Monthly benefit amount \$3,000 to \$6,000	Monthly benefit amount \$3,000 to \$15,000

\* Remember, with Simple Advantage, you can purchase increases for a total of double your original Total Benefit Amount and Monthly Benefit Amount.

STEP

2.

Decide if you want to add one or more optional features.

**Simple Advantage and Custom Advantage**

**Shared Care** – Offers couples the ability to share their total benefit amounts with each other.

**Nonforfeiture** – Guarantees you a reduced level of coverage if you stop paying your premiums after three years.

**Cash payment** – Allows you to receive monthly cash payments rather than reimbursement for the care you receive.\*\*

\*\* Since benefits under this rider will be paid without regard to actual charges incurred, the benefits which exceed limitations prescribed by the Internal Revenue Code could be considered income.

STEP

3.

Decide whether you want to add a benefit increase option to help your coverage keep up with the rising cost of care. **Custom Advantage only.**

**Benefit Increase Options:**

- Future Purchase Option
- 3% Automatic Annual Increase
- 5% Automatic Annual Increase

It's that simple.

# If there were a solution that changed to meet my needs

Wherever you are in life, whatever your specific situation, MetLife has a simple solution that can help protect your savings and give you more long-term care options.

Here are just a few examples.

## Meet Karen and David —in the midst of a busy life

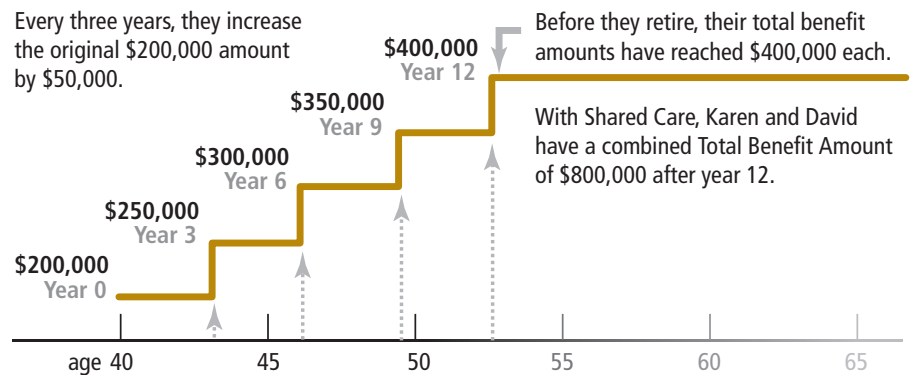
Parents of two teenage children, Karen and David face the challenge of saving for their retirement while also preparing for the expense of college. They are also beginning to feel the strain of providing extra help for Karen's aging parents.

### Karen and David are concerned about:

- Preserving their savings for education and retirement purposes.
- Protecting their children from being burdened should they need long-term care someday.
- Taking advantage of their young ages and good health to buy insurance at a lower rate, but they don't think they can afford it.

### Their solution:

They each purchase the **Simple Advantage<sup>SM</sup>** plan and select initial total benefit amounts of \$200,000 each. Every three years, they each purchase an additional \$50,000 of coverage.



Assumes both Karen and David are age 40 when coverage is first purchased.

### Why it worked for them:

It gave them the **flexibility** to buy a level of coverage that was affordable for them right now and then add to it over time, building up to a comfortable level of protection.





## Meet Tony—almost ready to retire

Tony is preparing to retire early from his current job after a successful career. He has accumulated a modest, but comfortable nest egg and wants to use part of it to start his own consulting business.

### Tony is concerned about:

- Being able to afford his choice of long-term care services should the need arise.
- Protecting his retirement savings and future business venture.
- Making sure his insurance coverage is sufficient in years to come given the rising cost of care.

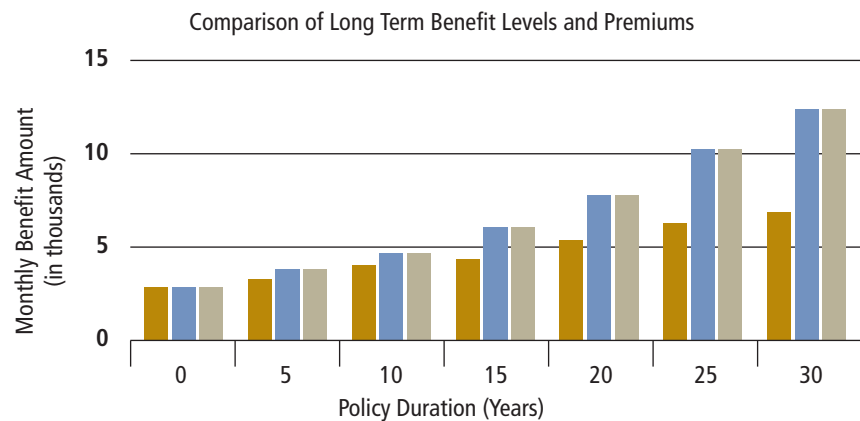
### His solution:

- He purchases the **Custom Advantage<sup>SM</sup>** plan with a total benefit amount of \$400,000.
- He selects a benefit increase option that best suits his budget and goals which automatically increases his coverage each year to keep up with the rising cost of care.

### Why it worked for him:

It offered him a way to pay for long-term care without needing to rely on his retirement savings or other assets, along with the added security of built-in inflation protection.

- 3% Automatic Compound Inflation Protection Rider
- 5% Automatic Compound Inflation Protection Rider
- Future Purchase Rider with all increases accepted



## Meet MaryAnn and Bob—enjoying their retirement

Grateful for their good health, MaryAnn and Bob are taking every opportunity to travel, visit family and stay active. They enjoy their comfortable lifestyle and plan to leave behind a substantial inheritance someday.

### MaryAnn and Bob are concerned about:

- Preserving their current lifestyle and independence.
- Protecting their assets from the expense of long-term care.
- Being able to leave a generous legacy to their children and grandchildren.

### Their solution:

They both purchase the **Custom Advantage** plan and select total benefit amounts of \$1 million each.

### Why it worked for them:

It gave them the assurance of having **enough coverage** to protect their independence and financial plans should they need long-term care.



# Relax.

With MetLife LTC LifeStage Advantage<sup>SM</sup>, you have a simple solution that fits your life today... so you don't have to worry about tomorrow.

All illustrations of personal situations in this brochure are hypothetical.

## Trust the strength of MetLife

- Since 1868, MetLife has been one of the largest and most respected financial institutions in the U.S.
- MetLife consistently receives high marks on our ability to meet obligations to our policyholders by looking at our overall financial picture and claims-paying history.
- Our unique, industry-leading resource, the MetLife Mature Market Institute® (MMI) is a dedicated information and policy research center on aging, retirement and long-term care. Staffed with gerontologists, MMI is a true advocate for the 50+ market with a genuine commitment to the industry.
- In 1983 MetLife established a dedicated unit to exclusively focus on the LTCI product offering and is one of the largest LTCI carriers in the U.S. today.
- MetLife uses simple approval and claims processes which ensure smooth and timely payments. Claims are generally paid on average within 10 business days of receipt of all required information.
- MetLife sends satisfaction surveys to 100% of insureds who become eligible for benefits. Over 95% rate their experience as either excellent or very good.

Subject to state availability, Metropolitan Life Insurance Company (“MetLife”) Individual Long-Term Care (“LTC”) Insurance coverage is offered by policy number: LTC2007. In some states, this identifier may be followed by the state’s 2-letter abbreviation; “ML” for Multi-Life; and/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. Call me about complete costs and details.

Since benefits under the Cash-Benefit Rider will be paid without regard to actual charges incurred, the benefits which exceed limitations prescribed by the Internal Revenue Code could be considered income. In determining the excludible amount, proceeds from all sources of long term care reimbursement (e.g. other policies and Medicare) must be aggregated.

# MetLife®

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