

Long-Term Care Insurance

# Discover the Cost of Waiting

Why it pays to buy now



**Mutual of Omaha**

Underwritten by  
Mutual of Omaha Insurance Company

# A Good Reason to Buy Now

The cost of long-term care insurance is based on your age when you purchase your policy. That means the younger you are, the less expensive your premium will be.

## Meet Daniel

Daniel, age 50, knows he needs long-term care insurance. But with two boys in college, he has other things to think about and other expenses to consider. See how waiting to purchase long-term care insurance impacts the cost of his policy.

Age at Purchase	50	55	60	65
Annual Premium	\$525	\$609	\$751	\$1,091

This is a hypothetical situation our customers may face. It does not represent an actual person. Premium is based on rates for a male purchasing a MutualCare® Secure Solution policy with a \$3,000 monthly benefit, \$108,000 policy limit, 36-month benefit period and 90-day elimination period. It does not include optional features like inflation protection or shared care.



# The Real Cost of Waiting

No one knows what the future holds. It's possible you could receive a health diagnosis tomorrow that makes you ineligible for coverage. If you wait until your health fails, you may not be able to purchase a long-term care insurance policy at any price. That could leave you paying the entire bill for long-term care services out of your own pocket...and that's the real cost of waiting.

Consider what you may expect to pay for long-term care services:



**Nursing Home**

\$7,621.20 per month  
for a semiprivate room



**Assisted Living**

\$4,724.48 per month  
for a one-bedroom unit



**Home Health Care**

\$4,333.12 per month for  
a home health aide

Source: Mutual of Omaha's Cost-of-Care Survey conducted by LTCG, 2018; released April 2019. Nursing home costs are based on the national average of \$254.04 per day, 30 days per month. Home health aide costs are based on the national average of \$24.42 per hour, 44 hours per week, 4 weeks per month.





## What Buying Now Means for You

The best time to buy a long-term care insurance policy is the day before you need it. Unfortunately, no one knows when that day will come. Purchasing a policy now ensures you have coverage in place down the road when the need for long-term care services arises.

Buying now also may provide these advantages:

### Insurability

Applying for a long-term care insurance policy when you're young and in good health may make it easier to qualify for coverage.

### Affordability

Because premium is based on your age at the time you buy your policy, every year you wait means the price increases.

### Peace of Mind

An accident or prolonged illness can happen to anyone at any age. A long-term care insurance policy may help you rest easy knowing you'll be able to get the care you need.

Agent Photo

#### Name

Phone Number

Email Address

License Number



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## Long-Term Care Insurance

If you're like most people, you understand that purchasing a long-term care insurance policy may be a good idea. You know it may help:

- Prevent you from having to rely on your family for care
- Preserve your ability to remain at home so you can avoid going to a nursing home
- Protect your retirement nest egg from the high cost of long-term care services

Yet with everything going on in your life, purchasing a long-term care insurance policy may not be a priority.

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## Why Mutual of Omaha

For more than a century, Mutual of Omaha has been committed to listening to our customers and helping them through life's transitions by providing an array of insurance and financial products.

[MutualofOmaha.com](https://www.MutualofOmaha.com)

Long-term care insurance is underwritten by Mutual of Omaha Insurance Company, 3300 Mutual of Omaha Plaza, Omaha, Nebraska 68175. Policy form: ICC13-LTC13. This policy has exclusions, limitations, reductions and terms under which the policy may remain in force or be discontinued. Benefits may be provided by a combination of the policy and riders and are subject to underwriting. Premiums will vary depending on the benefits selected. Premium rates may increase. A medical exam may be required for coverage. For costs and complete details of coverage, call your agent/producer or write to the company. Benefits provided will be individual coverage, not group coverage.

Coverage may meet the requirements for participating in a Long-Term Care Insurance Partnership Program. Under this program, you may be able to protect assets from Medicaid spend-down requirements through a feature known as "asset disregard." This is not a guarantee of Medicaid eligibility nor of any ability to disregard assets for purposes of Medicaid eligibility. States do not take part in company-specific marketing plans nor endorse specific company policy and certificate forms. Please contact the company or your state insurance department with any questions regarding state availability of this program.

Long-term care insurance is not a deposit, not FDIC insured, not insured by any federal government agency, not guaranteed by the bank, not a condition of any banking activity, may lose value and the bank may not condition an extension of credit on either: 1) The consumer's purchase of an insurance product or annuity from the bank or any of its affiliates; or 2) The consumer's agreement not to obtain, or a prohibition on the consumer from obtaining, an insurance product or annuity from an unaffiliated entity.

**This is a solicitation of insurance. You may be contacted by an insurance agent/producer.**