

LifeSecure Insurance Company



Long Term Care Insurance Solutions for the Worksite

This Brochure, Application, etc. is or may be out of date.
Please check our website, email or call us 310.519.1335
for the very latest and up to date information.

LifeSecure is a trademark of LifeSecure Insurance Company, 10559 Citation Drive, Suite 300, Brighton, MI 48116. Our long term care insurance product is individually underwritten by LifeSecure Insurance Company. Availability of benefits, amounts, options and discounts may vary by state. Only the insurance policy can give actual coverage amounts, terms, conditions, limitations and exclusions. A sample policy is available upon request. Refer also to the Outline of Coverage. This is an insurance solicitation and **sales presentation**. An agent may contact you.



About LifeSecure

- ❑ **Founded in 2006**
- ❑ **A wholly-owned subsidiary of an \$13 billion health insurance corporation that serves over 5 million members.**
- ❑ **A financially secure company offering long term care and other supplemental health insurance products**
- ❑ **A fast growing company with focus on technology and innovative health solutions**



Why Offer LTC Insurance

- ❑ Long Term Care is no longer an ancillary product
- ❑ Benefit to help employees protect their savings and retirement
- ❑ Help employees and their families with caregiving
- ❑ Attract new talent and retain key employees
- ❑ Potential tax advantages for the employer and policyholders



Where LTC Insurance Fits In



- LTC insurance provides coverage that health insurance doesn't
- It is not disability insurance

Types of Long Term Care

- Custodial, Intermediate, Skilled
- Services can be received in a variety of places

Multi-Life Program Not “Group” Insurance



- ❑ **All policies are individually owned**
- ❑ **Premium discounts available**
 - Employer contribution
 - Spouses/Registered Domestic Partners
- ❑ **Guaranteed renewable coverage**
- ❑ **Potential tax deductions for employer paid premium contributions**
- ❑ **Additional family members eligible for coverage**



Ways to Participate

❑ Executive & key employees carve-out

- Contribute up to 100% of the premium
- Contribute a flat dollar amount towards the premium
- Offer a defined benefit plan design with an option for employees to "buy-up" additional coverage

❑ Combination of carve-out and voluntary

❑ 100% Voluntary

- You may provide an opportunity for all employees to apply for coverage on an "employee-pay-all" basis



On-line Administration

Easy account access

- Electronic list bills
- Separation of employer-paid vs. payroll deducted premiums by payroll frequency



SAMPLE

If there are any changes or interruptions to employee deduction amounts, please include the name and reason for interruption on the list bill and remit along with your check to the below address.

LifeSecure Insurance Company
16234 Collections Center Drive
Chicago, IL 60693

Should you have any questions or need further assistance, please contact us at listbills@yourlifefsecure.com or 810-220-4697.

Prompt payment within 15 days of the date of the Billing Cycle is expected and appreciated.

Note:
* Includes employee and spouse
** Includes employees, spouses and dependents if applicable

Client Summary:	
Group Number	10016
Group Name	Employer Contrib (Percentage)
Billing Cycle	12/01/2012 - 12/31/2012
Number Of Policyholders *	4
Number Of Employees	3

Monthly Summary:	
Monthly Employee Deduction **	\$616.98
Monthly Employer Contribution	\$82.27
Monthly Total (Pay this Amount)	\$699.25

Summary By: Product

Product	Monthly Employee Deduction **	Monthly Employer Contribution
Long Term Care	\$616.98	\$82.27

Employee Name	Spouse Name	SSN	Payroll Frequency	Employee Per Payroll Deduction	Spouse Per Payroll Deduction	Total Per Payroll Deduction	Employer Monthly Contribution
TESTA, CS		***-**-5003	Bi-Weekly	\$16.11	\$0.00	\$16.11	\$10.05
TESTA, CS	TestB, CS	***-**-8003	Bi-Weekly	\$0.00	\$289.38	\$289.38	\$70.34
LIFESECURE1, TESTAPP2EE		***-**-4541	Bi-Weekly	\$3.00	\$0.00	\$3.00	\$1.88



Health Savings Accounts (HSA)

LTC insurance premiums can be reimbursed through an HSA up to age-based limits.

Age Before End of 2014	Maximum Amount Per Individual	Maximum Amount Per Couple
40 or less	\$370	\$740
More than 40 but not more than 50	\$700	\$1,400
More than 50 but not more than 60	\$1,400	\$2,800
More than 60 but not more than 70	\$3,720	\$7,440
More than 70	\$4,660	\$9,320

Source: IRS Revenue Procedure 2013-35 (2014 Limits)

LifeSecure and its agents do not offer tax or legal advice. You should consult an independent tax or legal advisor to confirm the tax status of LTC insurance premiums.

Tax Advantages for LTC Insurance Premiums



□ C-Corps

- 100% deductible as business expense
- Not included as part of the employee's gross income
- Coverage can be offered to spouses/partners/retirees
- Payroll taxes not required

□ S-Corps partners, more than 2% shareholders or sole proprietors

- Premium paid for an owner is included in individual gross income
- A self-employed health insurance deduction can be taken for LTC insurance premiums paid (subject to the IRS age-based limits)

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Next Steps

- ❑ **Decide on your offering (carve-out, voluntary, combo)**
- ❑ **Determine your enrollment period**
- ❑ **Establish your marketing plan**
 - Approved communication pieces
 - Emails, payroll stuffers, newsletters
 - Educational workshops or webinars
- ❑ **Provide the following**
 - Employer demographic information
 - Company contact information
 - Billing information and frequency
 - Company logo for marketing materials