

# Efficient Funding of Long-Term Care

## *Non-Qualified Annuity*

### The client

Age 75 to 85; has \$150,000 from a large build up in a Non-Qualified Annuity not subject to surrender charges or money from a CD money; views proceeds as lazy or emergency money.

### The situation

Client is concerned about efficiently funding an extended health care or Long-Term Care (LTC) event. Has already identified assets to use but wants preservation of their capital, a reasonable rate of return and access and control over their money if they need it.

### The strategy

Use resources available in the OneAmerica® Virtual Care Solutions University to learn more about Marketing Programs, find WebEx's and Product information to help engage and have conversations with clients.

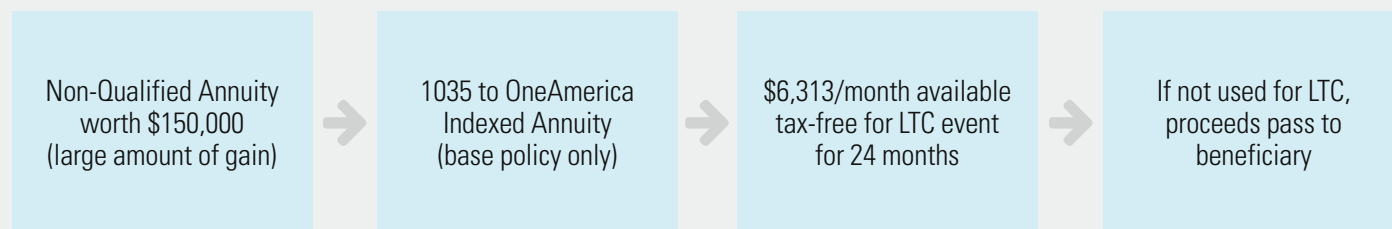
### A solution

To address the specific concerns of the client, recommend a 1035 transfer to Indexed Annuity Care®, base policy only.

### *This solution offers the client on \$150,000:*

- The ability to access gains tax-free for extended care or LTC events
- A 50.5% tax-free income stream for 24 months (\$6,313 a month) for qualifying LTC expenses
- Can add a spouse or other insured giving both access to the full monthly benefit
- Guaranteed factors increasing annually to determine benefit amount before triggered
- Retain access and control over the assets just like in their current annuity
- No medical underwriting or cognitive phone interview for base policy only
- Ability to add a rider doubling pool of assets or getting lifetime coverage (requires cognitive phone interview)

### Summary of recommendation



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