



# Who controls your future?

Be prepared with long term care insurance from Unum.

## The power of choice

Maria and Steven know firsthand what it's like to be part of the "sandwich" generation. They are working parents, soccer parents and caregivers for an elderly parent. While it's been a labor of love, they don't want their children to be faced with that burden someday. They want the financial freedom to choose where they receive care — and who will provide it.

## What is long term care?

Whether it's due to a motorcycle accident or a serious illness, it is the type of care you would need if you couldn't independently perform the basic activities of daily living: bathing, dressing, using the toilet, transferring from one location to another, continence and eating, or if you suffered severe cognitive impairment from a condition such as Alzheimer's disease.

## Your life, your choice

- Fishing or golf?
- Motor home or long-awaited cruise?
- A house at the beach — or close to the grandchildren?

These are the choices to make in retirement.

You don't want to worry that you'll have to choose between depleting your retirement savings or liquidating your assets if you need a period of long term care.

## Who's at risk?

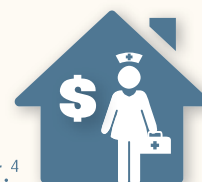
Long term care (LTC) insurance is not just for the elderly.

- More than half of long term care claims submitted to Unum are for people under age 65. The average age for those claimants is 54.<sup>1</sup>
- 20 million Americans are expected to need long term care services by 2030.<sup>2</sup>
- The demand for long term care services is projected to double by 2040.<sup>3</sup>

## What is the cost of care?

The cost can vary greatly by geographical area, but here's a nationwide snapshot:

The national average hourly rate for a home health aide is \$25. Based on this rate, four hours of home health aide services daily would total about \$36,500 a year.<sup>4</sup>



- The national average cost for a private room in a nursing home is about \$70,000 a year<sup>5</sup> and the average stay is 24 to 26 months.<sup>6</sup>
- The national average base rate for a private room in assisted living care is about \$33,300 per year.<sup>7</sup>

## How to apply

Your benefit enrollment is coming soon. To learn more about Unum long term care insurance, watch for information from your employer.

## Savings concerns

One recent study showed that adults are concerned about the health costs associated with aging:<sup>8</sup>



**41%** of adults polled indicated they do not think they will have enough money to cover their expenses as they age.



**56%** of those between ages 45-54 do not think they will have enough money to finance their own potential long term care needs as they age.



**39%** of adults older than age 55 stated they were also concerned about financing potential long term care needs.

### Won't my other insurance pay for long term care?



***Unfortunately, no.***

- Medical insurance and Medicare are designed to pay for specific care for acute conditions — not for long-term help with daily living.
- Medicaid only helps with long term care expenses after you have depleted virtually all of your assets, including your home. The exact amount varies by state but usually leaves just a few thousand dollars in total assets.<sup>9</sup>

Only long term care insurance can cover those costs and allow you to maintain as much of your assets as possible.

## Do I need to be in a nursing home to use my LTC insurance?

All Unum plans include a home health option. This allows you to use your benefit to pay for an aide to come to your home, so you can remain in your residence as long as possible.

For an extra premium, some plans allow you to pay a family member or friend to take care of you.

You can also use your LTC benefit for other assistance you need, such as paying someone to:

- Mow your lawn
- Help you shop for groceries
- Take you to doctor's visits

### Why buy now?

People often buy long term care insurance at an early age, because the younger you are, the more affordable the rates.

In 2007, 63% of the people who bought group LTC insurance were under age 55.<sup>10</sup>



## Why buy coverage at work?

- ✓ 1. You get more affordable rates when you buy this coverage through your employer. You can extend your coverage to your parents.
- ✓ 2. Depending on your plan, you may be able to pay your premiums through convenient payroll deduction.
- ✓ 3. Your employer has selected coverage from Unum, the leading provider of group LTC insurance for employees in the U.S.<sup>11</sup>



## Additional help for caregivers

Even if you don't need long term care in the immediate future, you may be a caregiver for someone you love. Your plan includes LTC Connect<sup>®</sup> service, which gives you access to counselors who can help you find long term care providers in your area, a support group, or other assistance you may need. It also provides discounts for medical equipment such as walkers, hearing aids, wheelchairs, etc.

- 1 Unum internal data from 2006 inforce block of nearly 1 million policyholders, October 2007.
- 2 “Long Term Care Financing: Are Americans Prepared?” Testimony before the U.S. Senate Special Committee on Aging, March 9, 2006. And, the American Association for Long Term Care Insurance, “2008 LTCI Sourcebook,” February 2008.
- 3 RTI International, “The NIC Compendium Project: A Guide to Long-Term Care Projection and Simulation Models,” April 2008.
- 4 The Honolulu Advertiser, “Long Term Care Insurance Can Protect Assets,” July 26, 2007.
- 5 Georgetown University, Long Term Care Financing Project, “National Spending for Long Term Care Fact Sheet,” January 2007. The base rate usually covers the room, meals, housekeeping, laundry, and personal assistance with activities of daily living; a person may pay more for additional services such as therapies or medications.
- 6 The Honolulu Advertiser, “Long Term Care Insurance Can Protect Assets,” July 26, 2007.
- 7 Georgetown University, Long Term Care Financing Project, “National Spending for Long Term Care Fact Sheet,” January 2007. The base rate usually covers the room, meals, housekeeping, laundry, and personal assistance with activities of daily living; a person may pay more for additional services such as therapies or medications.
- 8 Wall Street Journal Online/Harris Interactive, “Personal Finance Poll of U.S. Adults,” February 2006. Available online at: [www.harrisinteractive.com/news/allnewsbydate.asp?NewsID=1014](http://www.harrisinteractive.com/news/allnewsbydate.asp?NewsID=1014). Date accessed: June 19, 2008.
- 9 America’s Health Insurance Plans, “New Survey Finds One in Four Baby Boomers Erroneously Believe They Have Coverage for Long-Term Care Expenses,” November 5, 2007.
- 10 American Association for Long Term Care Insurance, “2008 LTCI Sourcebook,” February 2008.
- 11 U.S. Group Long-Term Care Insurance: 2007 Annual Review, LIMRA International, 2008.

This is not intended to be a complete description of the individual and group long term care policies underwritten by Provident Life and Accident Insurance Company, Unum Life Insurance Company of America, and First Unum Life Insurance Company. Some coverage options may not be available in all states. These policies have exclusions and limitations that may affect benefits payable. For costs and complete details of coverage, refer to Policy Series LTC03, RLTC03, GLTC04, RGLTC04, in NY refer to Policy Series LTC03, LTC03F, LTCP03, LTCP03F, LTCT03, LTCT03F, RLTC03, RLTC03F, RLTCP03, RLTCP03F, GLTC04, RGLTC04 or call your Unum representative.

Underwritten by:

Provident Life and Accident Insurance Company, 1 Fountain Square, Chattanooga, TN 37402  
Unum Life Insurance Company of America, 2211 Congress Street, Portland, ME 04122

In NY, underwritten by:

First Unum Life Insurance Company, 99 Park Avenue, 6th Floor, New York, NY 10016

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**For employee information**

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