

Long Term Care — Don't Be Left Hanging Without It

The dinner conversations are all the same — “I have an aging [mother, father, aunt, relative], and it is so hard to see them go through this time in their life unable to care for themselves. I hope I don't have to go through that when I'm older.” A person gets to a point in life when suddenly aging and growing old is not such a distant possibility, but an approaching reality.

Long Term Care is an emerging market, in fact market penetration remains less than 15 percent in most states (source: *Life & Health Advisor*). The Long Term Care market is no longer a thought for tomorrow, but a necessity for today! Now is the time to offer your current and prospective customers a little insurance to ensure their quality of life for the future.

What are an individual's chances of needing Long Term Care?*

- ✘ At least 6.4 million people aged 65 or older need Long Term Care, with one in two over the age of 85 requiring such care.
- ✘ In 1998, it is estimated that 5.8 percent of all persons aged 65 and over were living in a nursing facility, and this number is expected to more than double over the next two decades.
- ✘ One in five individuals have some kind of disability; one in 10 have a severe disability.
- ✘ Long Term Care is fundamentally a women's issue. Women are two times more likely to be unmarried after 65, and three times more likely to be alone after 75, which puts them at a higher risk for needing assisted care.

*Source: *American Health Care Association and National Underwriter April 2001*

Why Long Term Care can be an important investment

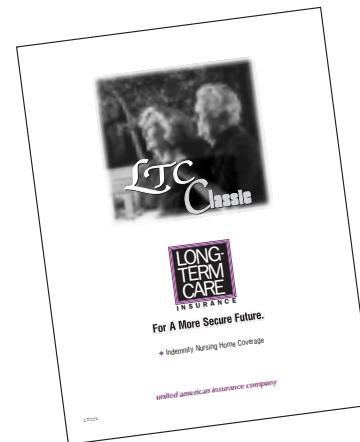
More than nine million people of all ages have disabilities severe enough to require aid with daily activities. Current statistics reveal the cost of a one-year stay in a nursing home averages \$45,000, and this figure is expected to more than quadruple by the year 2030. According to the *American Council of Life Insurers*, “A lifetime of retirement savings can be wiped out by an unexpected need for nursing home, assisted living, or at-home care.”

Medicare and Medicaid are not reliable providers of Long Term Care

It is estimated that two-thirds of those 65 and over mistakenly believe Medicare will cover their Long Term Care needs. Medicare provides skilled nursing-home care and rehabilitative services for only a short period of time following a hospitalization if the need is required. Medicare, however, has no provision for full-time Long Term Care if a person's ordinary daily living activities are impaired. Medicaid, the federal-state health insurance program, may provide for Long Term Care, but only after an individual's assets have been depleted.

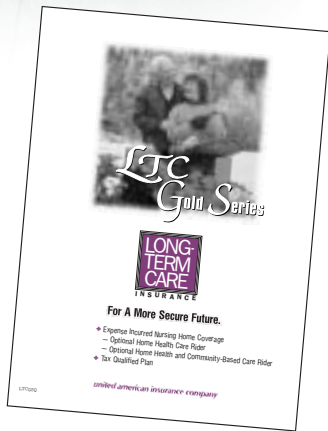
Long Term Care gives individuals and families more choices for the future. Find out what choices UA can offer your new and existing customers. Check out UA's Long Term Care portfolio on the following page.

LTC Classic — Indemnity



- ✘ Qualified nursing home only coverage
- ✘ Optional benefit inflation rider
- ✘ Optional non-forfeiture benefit rider
- ✘ Coverage for skilled, intermediate and custodial levels of care

LTC Gold Series — Expense-Incurred



- ✘ Three Plans: Gold, Gold Plus, Gold Max
- ✘ Qualified nursing home coverage
- ✘ Optional home health care or home health and community care protection
- ✘ Optional benefit inflation and non-forfeiture benefit rider for extra security
- ✘ Tax qualified plans available in states where approved

Shared Features

- ✘ Issue Ages 40-84
- ✘ Choice of Daily Benefit Amount: \$30-\$200 (in \$10 increments)
- ✘ “Triple Trigger” Benefit Qualification
- ✘ Choice of four Benefit Periods/Factors: one year, two years, four years or unlimited**
- ✘ Choice of four Elimination Periods: 0, 30, 100 or 180 days

** Unlimited benefit period not available for ages 80 and over, or on the Home Health Care and Home Health and Community Care Riders.

Additional Features

- ✘ Restoration of benefits
- ✘ Coverage for Alzheimer's Disease
- ✘ Waiver of premium
- ✘ Cognitive impairment lapse protection
- ✘ Third party notification
- ✘ Guaranteed renewable protection
- ✘ Automatic payment plan
- ✘ Married couple rate (up to a 30 percent discount for both people).

LTC portfolio* is available in jurisdictions marked "X"									
AL	X	GA	X	MD		NM	X	TN	X
AK	X	HI	X	MI	X	NC	X	TX	X
AZ	X	ID	X	MN		ND	X	UT	X
AR	X	IL	X	MS	X	OH	X	VT	X
CA	X	IN	X	MO	X	OK	X	VA	X
CO	X	IA	X	MT	X	OR	X	WA	X
CT	X	KS	X	NE	X	PA	X	WV	X
DE	X	KY	X	NV	X	RI		WI	
DC	X	LA	X	NH	X	SC	X	WY	X
FL		ME	X	NJ	X	SD	X		

* Plans and benefits may vary by state
 ▼ Denotes state special Rate Books, Gold Rate Book only special in ID, LA, NM, SC and TX.