

Long-term care and chronic illness

Individual life insurance

Insurance products issued by:
Minnesota Life Insurance Company
Securian Life Insurance Company



AT-A-GLANCE

Long-term care and chronic illness products

The cost of care in retirement is a growing concern for many clients. Leverage Securian Financial’s portfolio of long-term care (LTC) and chronic illness (CI) solutions to help address this issue.

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Agreement and life insurance product comparison

Agreements available with life insurance products

Agreement	Availability ¹	Ideal client	Benefits
Chronic Illness Conversion Agreement (CICA)	<ul style="list-style-type: none"> • Available on term policies with face amounts of \$100,000 - \$5 million • Must have the Extended Conversion Agreement (ECA) 	<ul style="list-style-type: none"> • Individuals who plan to convert their term policy to permanent coverage in the future • Want to lock in their insurability for chronic illness protection 	<ul style="list-style-type: none"> • Guarantees the right to convert to an available individual life policy that offers chronic illness benefits • Does not require evidence of insurability at the time of conversion
Accelerated Death Benefit for Chronic Illness Agreement (ADB-CIA)	<ul style="list-style-type: none"> • Available with any of our currently available individual universal life insurance policies 	<ul style="list-style-type: none"> • Protection-focused individuals 	<ul style="list-style-type: none"> • Provides a chronic illness benefit payment through an acceleration of death benefit when the insured is certified as chronically ill • Cash indemnity benefits can pay for care or anything clients choose
Chronic Illness Access Agreement (CIAA)	<ul style="list-style-type: none"> • Available with Eclipse Accumulator IUL 	<ul style="list-style-type: none"> • Accumulation-focused individuals 	<ul style="list-style-type: none"> • Provides a chronic illness benefit payment through an acceleration of death benefit when the insured is certified as chronically ill

Hybrid life/LTC product with cash indemnity LTC benefits

Product	Ideal client	Benefits
SecureCare product line	<ul style="list-style-type: none"> • Individuals who are primarily concerned about the rising cost of LTC in retirement • Desire guaranteed premium payments that will never increase • Want option for benefits that keep up with inflation • Looking for LTC protection with guarantees 	<ul style="list-style-type: none"> • Cash indemnity benefits allow your client to spend their benefit payments however they choose, including informal care • Flexibility to customize coverage period and select from multiple premium schedules • Enhance coverage with four inflation-protection options • Freedom to choose where and how clients receive care • Potential to deduct LTC premiums

Please note the 2022 IRS per diem limits: \$390 per day or \$11,700 per month (based on 30-day month) or \$142,350 per year (based on 365-day year).

1. Availability based on state approvals.

Chronic Illness Conversion Agreement (CICA)

Available in all states except California and Washington

Why CICA?

- Guarantees your client the right to convert their term policy to an available individual life policy and add the Accelerated Death Benefit for Chronic Illness Agreement (ADB-CIA)²
- No evidence of insurability needed at the time of conversion

Issue ages	16-60
Extended Conversion Agreement (ECA) requirements	Must have the ECA
Conversion period	The lesser of age 65 or the end of the ECA period (may differ from base life policy)
Available on face amounts	\$100,000 minimum; \$5 million maximum
CICA maximum	If the policy has the Benefit Distribution Agreement, the CICA maximum is the base face amount
CICA minimum	<ul style="list-style-type: none">• If the owner adds the ADB-CIA at conversion, a minimum of \$100,000 of the CICA amount must be converted• No more than the new permanent base face amount may be converted

2. If the owner adds ADB-CIA at the time of conversion, a minimum of \$100,000 of the CICA amount must be converted. No more than the new permanent base face amount may be converted. If the policy has the Benefit Distribution Agreement, the CICA maximum is the base face amount.

Accelerated Death Benefit for Chronic Illness Agreement (ADB-CIA)

Available in all states except California

Why ADB-CIA?

- Enhances your client's life insurance policy with chronic illness protection
- Choice of 2 percent or 4 percent for monthly benefits
- Flexibility in selecting benefit amount when exercised
- Cash indemnity benefits provide freedom to save or spend benefit payments any way client chooses

Issue ages	20-80, 25-65 (Florida only)	
Maximum ADB-CIA face amount	Amount selected at time of issue. 10%-100% of the life insurance base face amount (not to exceed \$5 million)	
Cost	Flat rate per \$1,000 of face amount. Rate varies by age, gender and underwriting class	
Maximum monthly ADB-CIA benefit³	The lesser of 2% or 4% of the ADB-CIA face amount or IRS per diem limit	
Elimination period	All states except New York: 90 calendar days ⁴ New York: None	
Benefit payments	All states except New York: Not paid during elimination period, not paid retroactively New York: Paid retroactively to the beginning of the insured's certification as being chronically ill	
Benefit eligibility	All states except New York: (1) Certified as a chronically ill individual ⁵ (2) Elimination period satisfied (3) Policy is in force New York: (1) Certified as a chronically ill individual ⁶ and requires continuous care for the remainder of the insured's life in his or her home or eligible facility (2) Receiving services that are specified in the plan of care and expected to remain so for the remainder of his or her life (3) Proof of loss includes expenses incurred and a plan of care (4) Policy is in force	
Underwriting issue classes	Preferred, Standard Plus, Standard	
Impact to base life insurance policy	While monthly ADB-CIA benefits are being paid: <ol style="list-style-type: none"> 1. Life insurance death benefit and surrender value are reduced 2. A portion of the ADB-CIA benefit may be applied to any outstanding loans, if applicable 3. No loans or partial surrenders (not applicable in New York) 4. The accumulation value is moved to the Fixed Account or Guaranteed Interest Account, if applicable 	
Monthly benefit termination	Chronic illness benefits end upon: <ul style="list-style-type: none"> • Depletion of dedicated chronic illness death benefit amount • Insured's death • Policy surrender • Failure to meet eligibility requirements 	

3. The accumulation value, surrender value, loan value and death benefit will be reduced by a chronic illness benefit payment under this agreement.

4. The expected 90-day period for loss of functional capacity does not establish a waiting period beyond the elimination period before benefits become payable under the agreement.

5. Insured has been certified by a licensed health care practitioner within the preceding 12-month period as: (1) being unable to perform without substantial assistance, at least two Activities of Daily Living due to loss of functional capacity (activities that include eating, bathing, toileting, continence, dressing and transferring) for period of at least 90 days; or (2) requiring substantial supervision to protect the insured from threats of health and safety due to severe cognitive impairment. (Confinement due to medical condition is required to be permanent in CT.)

6. Insured has been certified by a licensed health care practitioner as: (1) being unable to perform, without substantial assistance from another person, at least two Activities of Daily Living due to a loss of functional capacity for at least 90 days; or (2) requiring substantial supervision to protect the person from threats to health and safety due to severe cognitive impairment.

Chronic Illness Access Agreement (CIAA)

Available in all states except California and New York

Why CIAA?

- Chronic illness benefit payment through an acceleration of death benefit when the insured is chronically ill
- No additional underwriting and can be added at any time after issue
- No monthly charge and allows for additional cash accumulation
- Freedom to save or spend benefit payments any way client chooses

Issue ages	0-80 years old based on nearest birthday	
Minimum face amount	\$50,000	
Cost	No additional cost	
When can CIAA be added to the policy?	At any time	
Maximum annual benefit	25% of the face amount; the benefit payment cannot exceed the per diem amount allowed by the IRS multiplied by the number of days in the calendar year	
Elimination period	90 calendar days (variations may apply)	
Benefit payments	One chronic illness benefit payment will be made in any 12-month period measured from the date of the most recent chronic illness benefit payment	
Benefit eligibility	(1) Certified as a chronically ill individual ⁷ (2) Elimination period satisfied (3) No chronic illness benefit payment made in last 12 months (4) Policy is in force	
Underwriting issue classes	None	
Impact to base life insurance policy	While CIAA benefits are being paid: <ol style="list-style-type: none"> 1. Life insurance death benefit and surrender value are reduced 2. Accumulation value is adjusted 3. A portion of the CIAA benefit may be applied to outstanding loans, if applicable 	
Benefit termination	Chronic illness benefits end upon: <ul style="list-style-type: none"> • Policy surrender • Insured's death • The date that all accelerated death benefits equal the eligible accelerated death benefit amount • The date that all chronic illness benefit payments equal the lifetime maximum chronic illness benefit payment • Receipt of an accelerated death benefit payment under a terminal illness agreement 	

7. Chronically ill individual: An insured who has been certified by a licensed health care practitioner within the preceding 12-month period as: (1) being unable to perform, without substantial assistance from another person, at least two Activities of Daily Living due to a loss of functional capacity for a period of at least 90 days, or (2) requiring substantial supervision to protect the insured from threats to health and safety due to severe cognitive impairment.

SecureCare III

Available in all states except New York, California, South Dakota, North Dakota, Delaware and Washington D.C.

Why SecureCare III?

- Guaranteed cash indemnity LTC benefits
- Guaranteed death benefit
- Three return of premium (ROP) options, including LTC Boost
- Guaranteed reduced paid-up benefits

Policy type	Nonparticipating whole life insurance policy with cash indemnity long-term care (7702B) benefits. This policy is considered a qualified LTC contract.					
Issue ages & premium payment options	Payment options: online, direct, EFT or 1035 exchange. For multi-pay, all premium modes available with no modal factor. Additional first-year single premium is available.					
	Payment:	Single-pay	5-pay	7-pay	10-pay	15-pay
	Age:	40-75	40-75	40-73	40-70	40-65
Minimum and maximum face amounts	\$50,000 - \$500,000					
Underwriting classes	• Simplified Issue, Sex Distinct: Non-tobacco Single, Non-tobacco Couples, Tobacco Single, Tobacco Couples. Couple's discount is available through a special underwriting class; only one need apply to receive this benefit. State variations may apply.					
Agreements available	• Acceleration for Long-Term Care Agreement (2 years) – automatically included • Extension of Long-Term Care Benefits Agreement (2-6 years) – automatically included • Long-Term Care Inflation Protection Agreement – optional • Premium Waiver for Long-Term Care Agreement (multi-pay policies only) – optional					
LTC benefit period options	4-8 years					
Return of premium options ⁸	• Vesting: offers 100% premium refund if policy is cancelled, subject to the vesting schedule • 75%: offers a 75% return of the premium client has paid if they cancel their policy at any time and increases the LTC benefit above the vesting • LTC Boost: Provides a return of premium equivalent to policy's guaranteed cash value at the time of surrender and maximizes the LTC benefit					
LTC Inflation Protection Agreement	Increases monthly long-term care benefit at a set percentage annually – even after client goes on claim; options include: 3% or 5%, simple or compound interest					
Reduced paid-up benefit	Should the insured fail to complete the premium payment schedule, the policy will provide a reduced paid-up nonforfeiture benefit based on the total premiums paid. If the policy included the LTC Inflation Protection Agreement, the reduced paid-up benefit would continue to annually increase by the selected inflation option.					
Guaranteed minimum death benefit	10% of the base face amount or \$10,000, whichever is less					
Maximum monthly LTC benefit payment	Equal to the maximum LTC benefit, not subject to IRS per diem limitations. Client may also choose an amount less than the maximum.					
Elimination period	90 calendar days; home modification and caregiver training are accessible during this period					
Examples of qualified long-term care services	• Adult daycare • Assisted living • Bed reservation	• Caregiver training ⁹ • Home health care • Home modification ¹⁰	• Hospice • Household services • Informal care	• Nursing home care • Respite care		
Benefits outside the United States	Total LTC benefit pool remains unchanged and clients can receive up to 50% of maximum monthly benefit for all qualified services, including informal care, outside the United States.					

8. Upon surrender, the policy owner will receive the surrender value proceeds. The surrender value proceeds may not equal the sum of premiums paid. Surrenders are subject to the return of premium option selected and the premium vesting schedule (if applicable).

9. The caregiver training benefit can be used to pay for training of a friend or family member to provide care to the insured. This benefit can be triggered prior to the elimination period. The maximum benefit is \$1,000.

10. Home modification benefit allows the insured to pay for modifications to their home, enabling the insured to remain in their home longer. This benefit can be triggered prior to the elimination period. The maximum benefit is \$5,000.

SecureCare Universal Life

Only available in South Dakota, North Dakota, Delaware and Washington D.C.

Why SecureCare UL?

1. Guaranteed cash indemnity LTC benefit
2. Guaranteed death benefit
3. Guaranteed return of premium¹¹
4. Guaranteed reduced paid-up benefit¹²

Policy type	Universal life with cash indemnity style LTC (7702B) benefits. This policy is considered a Qualified LTC contract.					
Issue ages & payment options	Payment options (can be made direct, EFT or 1035 Exchange). For multi-year policies, all premium modes available. Maximum payment age may vary with state of issue.					
	Payment:	Single-pay	5-pay	7-pay	10-pay	15-pay
	Age:	40-75	40-75	40-73	40-70	40-65
Minimum face amount	\$50,000					
Death benefit test & option	CVAT & level					
Underwriting classes	Simplified Issue, Sex Distinct: Non-tobacco Single, Non-tobacco Couples, Tobacco Single, Tobacco Couples. Couples discount ¹³ available, only one person need apply (except in North Dakota)					
Agreements available	Acceleration for Long-Term Care Agreement – Automatically included Extension of Long-Term Care Benefits Agreement – Optional Long-Term Care Inflation Protection Agreement – Optional					
LTC benefit period options	2 to 7 years. Represents a combination of the Acceleration for Long-Term Care Agreement (2 or 3 years) and the optional Extension of Long-Term Care Benefits Agreement (2 or 4 years)					
LTC Inflation Protection Agreement	Increases monthly LTC benefit at a set percentage annually; options include: 3% and 5%, simple and compound					
Guaranteed minimum death benefit	10% of the base face amount or \$10,000, whichever is less					
Maximum LTC benefit payment	Equal to the maximum LTC benefit, not subject to IRS per diem limitations. Client may also choose an amount less than the maximum benefit					
Elimination period	90 calendar days; 0 days home modification and caregiver training					
Examples of qualified LTC services	<ul style="list-style-type: none"> • Adult daycare • Assisted living • Bed reservation • Benefits outside the United States¹⁴ • Caregiver training¹⁵ (up to \$1,000) • Home health care 			<ul style="list-style-type: none"> • Home modification¹⁶ (up to \$5,000) • Hospice • Household services • Informal care • Nursing home care • Respite care 		

11. Upon surrender, the policy owner will receive the surrender value proceeds. The surrender value proceeds may not equal the sum of premiums paid. Surrenders are subject to a return of premium vesting schedule. Policies that are fully vested are eligible for a full return of all premiums paid.

12. Reduced paid-up benefits refers to the reduced paid-up nonforfeiture benefit that purchases paid-up insurance in the event of premium lapse.

13. Please refer to the financial professional guide and/or application for more details.

14. Benefits outside the United States, its territories or possessions allow the insured to receive 50% of his/her maximum monthly benefit for all qualified services, including informal care. This applies to both the Acceleration for Long-Term Care Agreement and Extension of Long-Term Care Benefits Agreement. If the insured returns to the United States, the non-United States monthly benefit limit will no longer apply.

15. The caregiver training benefit can be used to pay for training of a friend or family member to provide care to the insured. This benefit can be triggered prior to the elimination period. The maximum benefit is \$1,000.

16. Home modification benefit allows the insured to pay for modifications to his/her home, enabling the insured to remain in his/her home longer. This benefit can be triggered prior to the elimination period. The maximum benefit is \$5,000.



Clients concerned about the rising cost of care in retirement? We can help.

Learn more about our product suite and which life insurance product may be right for your client. Call the Life Sales Support Team today:

1-877-696-6654 (Securian Financial and Broker-Dealer)

1-888-413-7860, option 1 (Independent Brokerage)

The Accelerated Death Benefit for Chronic Illness Agreement and Chronic Illness Access Agreement may not cover all of the costs associated with chronic illness. These Agreements are generally not subject to health insurance requirements and do not provide long-term care insurance subject to state long-term care insurance law. These Agreements are not state-approved Partnership for Long Term Care Program Agreements and are not Medicare supplement policies. Receipt of chronic illness benefit payments under these agreements may adversely affect eligibility for Medicaid or other government benefits or entitlements.

SecureCare refers to a line of hybrid life/long-term care insurance products issued by Minnesota Life Insurance Company, including SecureCare Universal Life and SecureCare III, a non-participating whole life policy with long-term care. SecureCare (including SecureCare Universal Life and/or SecureCare III) may not be available in all states. Product features, including limitations and exclusions, may vary by state. SecureCare products contain qualified long-term care agreement(s) that cover care such as nursing care, home and community-based care, and informal care as defined in those agreements. These agreements provide for the payment of a monthly benefit for qualified long-term care services. These agreements are intended to provide federally tax qualified long-term care insurance benefits under Section 7702B of the Internal Revenue Code, as amended. However, due to uncertainty in the tax law, benefits paid under these agreements may be taxable. Additionally, SecureCare products may contain other additional agreements, which may be subject to additional costs and restrictions, and may not be available in all states or exist under a different name in various states.

Due to uncertainty in the tax law, long term care or chronic illness benefits paid from a life insurance contract may be taxable. Please ensure that your clients consult a tax advisor regarding long term care or chronic illness care benefit payments from a life insurance contract.

Policy loans and withdrawals may create an adverse tax result in the event of lapse or policy surrender, and will reduce both the surrender value and death benefit. Withdrawals may be subject to taxation within the first fifteen years of the contract. Clients should consult their tax advisor when considering taking a policy loan.

Insurance policy guarantees are subject to the financial strength and claims-paying ability of the issuing insurance company.

Product features and availability may vary by state.

Please keep in mind that the primary reason to purchase a life insurance product is the death benefit.

Life insurance products contain fees, such as mortality and expense charges (which may increase over time), and may contain restrictions, such as surrender periods.

Additional agreements may be available. Agreements may be subject to additional costs and restrictions. Agreements may not be available in all states or may exist under a different name in various states and may not be available in combination with other agreements.

This information should not be considered as tax or legal advice. Clients should consult their tax or legal advisor regarding their own tax or legal situation.

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Insurance products are issued by Minnesota Life Insurance Company in all states except New York. In New York, products are issued by Securian Life Insurance Company, a New York authorized insurer. Minnesota Life is not an authorized New York insurer and does not do insurance business in New York. Both companies are headquartered in St. Paul, MN. Product availability and features may vary by state. Each insurer is solely responsible for the financial obligations under the policies or contracts it issues.

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