

**LIFE WITH**

**LONG-TERM CONFIDENCE**

HELP MAKE A DIFFERENCE WITH  
TRANSAMERICA FINANCIAL  
FOUNDATION IUL<sup>®</sup>



TRANSAMERICA<sup>®</sup>

# THE LONG TERM CARE DIFFERENCE

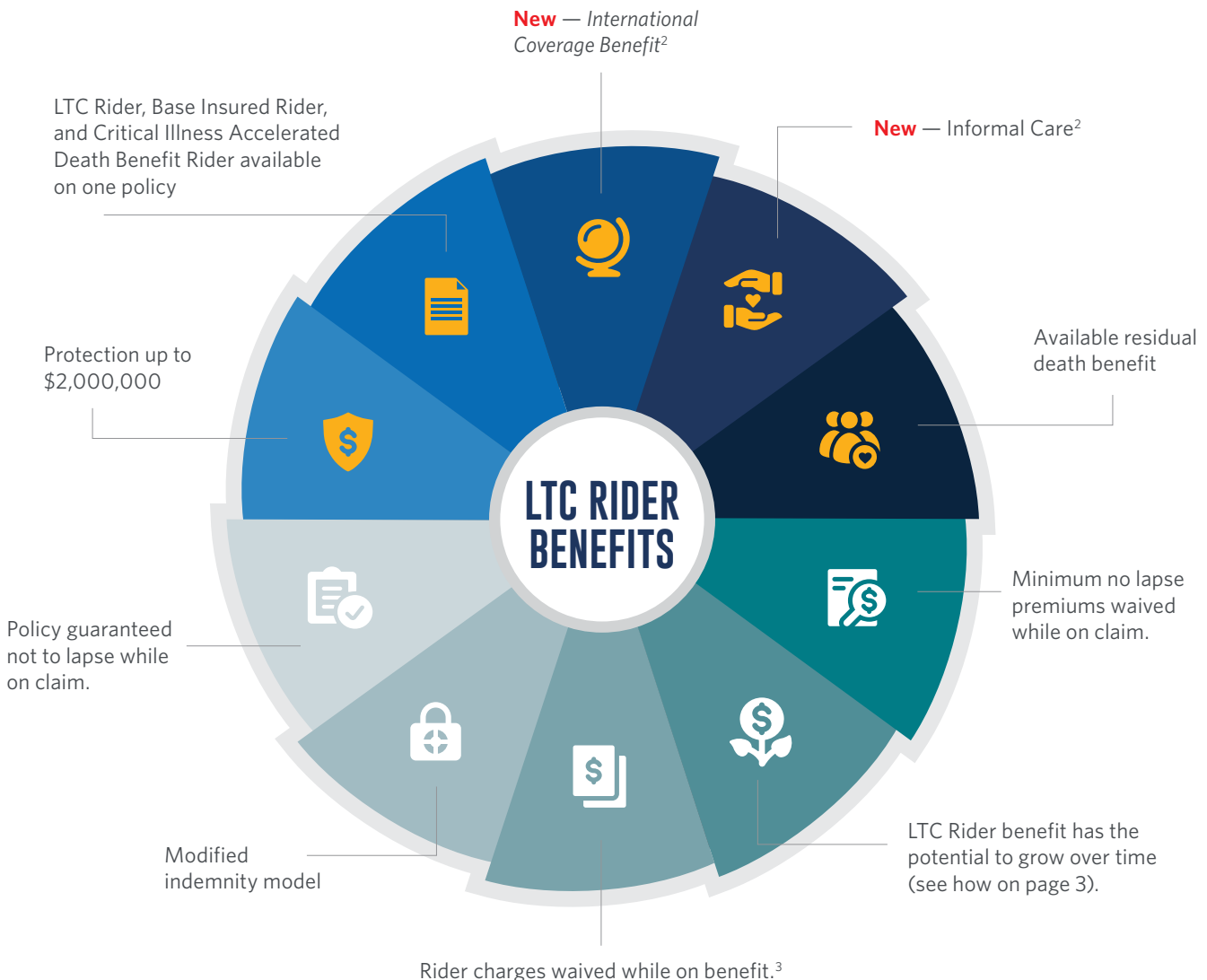
**Transamerica is committed to helping customers identify and prepare for the potential challenges they may encounter in their financial futures.**

People who have never needed to care for a loved one with a chronic illness may not understand the emotional, physical, and financial impacts on those who receive care as well as those who provide it. Helping them find a solution may make all the difference in preparing for the impacts and corresponding costs.

That's why we offer our industry-leading hybrid IUL policy,<sup>1</sup> *Transamerica Financial Foundation IUL*<sup>®</sup> (FFIUL). FFIUL offers an optional Long Term Care (LTC) Rider that allows clients to accelerate a portion of the policy's death benefit to help pay monthly expenses they may incur for qualified long term care services.

Understanding the benefits of the LTC Rider is key to helping clients understand the value in this important coverage, and we believe it makes FFIUL a more attractive life insurance option for you and your clients.

## KEY LTC RIDER BENEFITS



<sup>1</sup> Based on data taken from Wink Sales and Market Report.

<sup>2</sup> Currently not approved in AZ, MT, and NY

<sup>3</sup> Other policy charges will continue to be assessed. Excludes rider benefits received under the *International Coverage Benefit*.



# THE INCREASING ADVANTAGE



**By 2030, long term care costs are expected to more than double, reaching as high as \$2.5 trillion.<sup>4</sup>**

What sets this rider apart is how it calculates the available benefit, which your clients are sure to appreciate.

With FFIUL, the LTC Rider's specified amount is always equal to the policy's face amount. This means if the policy death benefit increases, so does the LTC Rider benefit. It combines the protection of a death benefit with an LTC benefit. The advantage of choosing an increasing death benefit option\* is it can potentially increase the LTC Rider benefit base, in turn increasing the amount available for qualified long term care expenses in the future.

The chart below shows hypothetical illustrations of how the death and LTC benefits for an FFIUL policy might compare to other carriers.

FEMALE, AGE 40, PREFERRED ELITE. PREMIUMS PAID TO AGE 65	\$5,000 annual premium (\$417 per month)		
	Transamerica FFIUL <sup>6</sup>	Nationwide IUL Accumulator II 2020 <sup>7</sup>	Pacific Life PDX2 2020 <sup>8</sup>
Initial face amount	<b>\$117,000</b>	\$106,110	\$97,901
Initial LTC benefit	<b>\$117,000</b>	\$106,110	\$97,901
Nonguaranteed death benefit in policy year 26	<b>\$376,392</b>	\$339,675	\$308,073
Nonguaranteed LTC benefit in policy year 26	<b>\$376,392</b>	\$106,110	\$97,901
Illustrated death benefit in policy year 26 using guaranteed assumptions	<b>\$ 199,230</b>	\$177,820	\$168,432
Illustrated LTC benefit in policy year 26 using guaranteed assumptions	<b>\$ 199,230</b>	\$106,110	\$97,901
Nonguaranteed LTC monthly benefit payable min of 2% or HIPAA cap <sup>5</sup>	<b>\$7,513</b>	\$2,122	\$1,958
Illustrated LTC monthly benefit payable min of 2% or HIPAA cap using guaranteed assumptions <sup>5</sup>	<b>\$7,513</b>	\$2,122	\$1,958

The data is based on the most current illustration software for all the companies represented here as of May 30, 2023.

\* The increasing death benefit option will result in higher monthly deductions over the life of the policy than the level death benefit option.



## BENEFITS TO YOUR BUSINESS



- One Sale
  - One Policy
  - Multiple Benefits



Fully Commissionable Rider



Earn Good Faith With Family Members



Build Your Center of Influence

## It starts with trust.

With over 30 years of LTC claims experience, Transamerica is dedicated to helping our valued partners protect more families with a sense of reassurance.



**Visit:** [transamerica.com](https://transamerica.com)

<sup>4</sup> "The Ballooning Costs of Long-Term Care," American Action Forum, 2020

<sup>5</sup> Long Term Care Rider benefit is the lesser of 2% of the LTC Rider specified amount, or the HIPAA per diem amount multiplied by the number of days in the month. HIPAA per diem in 2022 is \$390.

<sup>6</sup> Illustration based on maximum illustrated rate of 7.0%

<sup>7</sup> Illustration based on maximum illustrated rate of 6.0%

<sup>8</sup> Illustration based on maximum illustrated rate of 5.21%

The Transamerica FFIUL and LTC Rider have separate underwriting. A client may be rated differently on the base policy and rider. Rates and values will differ based on age, gender, and health rating of the insured. Clients should receive a customized illustration in order to fully compare guaranteed and nonguaranteed elements.

Life insurance products issued by Transamerica Life Insurance Company, Cedar Rapids, Iowa.

Not available in New York.

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