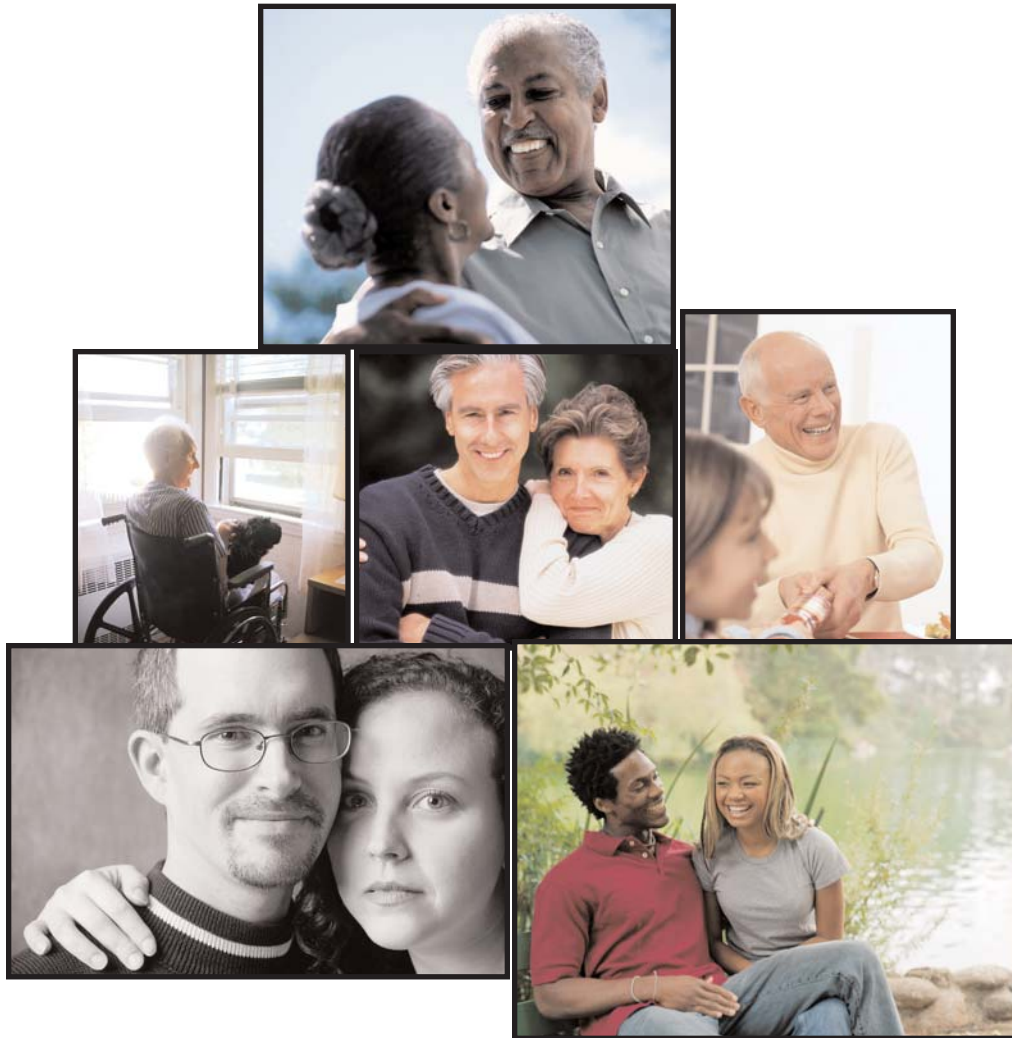


Virginia Long-Term Care Insurance Rate Guide



Prepared by
Commonwealth of Virginia
State Corporation Commission
Bureau of Insurance

This Consumer's Guide should be used for educational purposes only. Nothing in this Guide is intended to be an opinion, legal or otherwise, of the State Corporation Commission, nor should it be construed as an endorsement of any product, service, person or organization mentioned in this Guide.



Knowledge Is Your Best Policy

Virginia

Long-Term Care Insurance Rate Guide



April 2008

Commonwealth of Virginia
State Corporation Commission
Bureau of Insurance
PO Box 1157
Richmond, Virginia 23218

Web Site - www.scc.virginia.gov/boi

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A Message from the Commissioner



The purpose of the State Corporation Commission's Bureau of Insurance is to serve the people of Virginia in all matters relating to insurance. One of our major concerns is consumer protection and awareness. We strive to make every effort to provide the information you need to make informed decisions when purchasing insurance so that your interests can be safeguarded.

We designed this consumer Guide to give you some basic pricing information and general facts about individual Long-Term Care Insurance. As with our auto, homeowners, health and life insurance guides, this Guide offers information to familiarize you with Long-Term Care products generally and with important considerations you should make in deciding how best to finance your long-term care needs. By making wise decisions, an educated consumer becomes a protected consumer.

If your questions or problems go beyond the scope of this Guide, my office will provide you with more detailed assistance. To reach the appropriate section within the Bureau of Insurance, refer to the next page in this Guide.

We are here to help you with concerns or problems you have with your Long-Term Care insurance policy or with any other type of insurance. Please let us know if we can be of service.

Alfred W. Gross

A handwritten signature of Alfred W. Gross in cursive script.

Commissioner of Insurance

How to Reach the Bureau of Insurance

State Corporation Commission
Bureau of Insurance
1300 E. Main Street 23219
Post Office Box 1157 23218
Richmond, VA

Toll Free Phone (Virginia only): 1-800-552-7945

Toll Free Phone (Nationwide): 1-877-310-6560

Main Phone: 804-371-9741

TDD Phone: 804-371-9206

Website: www.scc.virginia.gov/boi

E-mail: Bureauofinsurance@scc.virginia.gov

Bureau of Insurance, Life and Health Outreach E-mail:

L&HOutreach@scc.virginia.gov



This Guide provides information about companies that sell individual Long-Term Care (LTC) insurance in Virginia, including premiums charged by carriers for certain types of individual LTC products. The Virginia Bureau of Insurance (the Bureau) makes available a separate booklet published by the National Association of Insurance Commissioners (NAIC), *A Shopper's Guide to Long-Term Care Insurance*, which provides more specific information about LTC insurance. Companies that sell LTC insurance in Virginia must also provide you with a copy of *A Shopper's Guide to Long-Term Care Insurance* when the policy is delivered to you. You may also request a copy by contacting the Bureau.

The following additional documents relating to LTC insurance are available from the Bureau. Many of these items may be downloaded from the Bureau's website, or you may call the Bureau to receive copies.

- List of Insurance Companies Licensed to Sell Long-Term Care Policies, Tax-Qualified Policies and Long-Term Care Partnership in Virginia
- A Shopper's Guide to Long-Term Care Insurance
- Long-Term Care Fact Sheet
- Long-Term Care Insurance: The Choice is Yours Virginia's Long-Term Care Partnership brochure
- Tax-Qualified Long-Term Care Figures
- Virginia Insurance Counseling and Assistance Program (VICAP) brochure

The following National and State Resources may also be helpful to you in obtaining information relating to Long-Term Care and Long-Term Care Insurance:

National Resources

- National Association of State Units on Aging (NASUA) (202) 898-2578 or www.nasua.org
- Medicare 1-800-MEDICARE or www.medicare.gov
- Centers for Medicare and Medicaid Services 1-877-267-2323 or www.cms.hhs.gov
- National Alzheimer's Association 1-800-272-3900 or www.alz.org
- National Association of Insurance Commissioners 1-816-842-3600 or www.naic.org
- Federal employees 1-800-582-3337 or www.opm.gov/insure/ltc

State Resources

- Virginia Insurance Counseling and Assistance Program (VICAP) 1-800-552-3402 or www.vda.virginia.gov/vicap2.asp
- Virginia Department for the Aging 1-800-552-3402 or www.vda.virginia.gov
- Virginia Department of Social Services (804) 726-7000 or www.dss.virginia.gov
- State of Virginia Employees 1-877-894-2470 or www.dhrm.state.va.us/hbenefits/longtermcare/longtermcare.html
- VA Association of Area Agencies on Aging (804) 664-2804 www.vaaaa.org
- VA Office of the State Long-Term Care Ombudsman (804) 565-1600 www.vaaaa.org/LTCOP/index.html
- Senior Navigator 1-866-393-0957 or www.SeniorNavigator.com
- Virginia Long-Term Care Partnership www.valtccpartnership.org



General Information about Long-Term Care Insurance



What is Long-Term Care Insurance?

Long-Term Care (LTC) insurance is designed to assist individuals with some or all of the costs of medical and personal care provided in the home, an assisted living facility, a nursing home, or through a community program such as adult day-care. Long-term care insurance often provides coverage for costs associated with personal care when the covered individual is unable to perform activities of daily living such as bathing, eating, dressing or toileting. Long-term care insurance may also assist people in need of skilled care because of a prolonged medical condition, or a disability, or a cognitive impairment such as Alzheimer's disease.

Shop Carefully

Some LTC insurance policies provide more coverage than others. Before you buy LTC insurance, decide what coverage you need and can afford. LTC insurance can help to safeguard your assets and protect your financial independence, but it can be expensive. Depending on your level of income and the value of your assets, LTC insurance may or may not be the most appropriate option for your LTC financing. It is also important to consider the rising costs of long term care services when purchasing LTC insurance. (In Virginia, individuals purchasing LTC insurance must be offered the option to purchase inflation protection.)

What is a Tax-Qualified Long-Term Care Policy?

In a tax-qualified LTC policy, premiums paid by an individual can be counted as un-reimbursed medical expenses and may be deducted if total un-reimbursed medical expenses exceed 7.5 percent of adjusted gross income. There are limitations based on age.

Benefits paid under a tax-qualified LTC policy are generally excluded from taxable income.

A tax-qualified long-term care policy must meet at least the following criteria:

- must be guaranteed renewable and cannot have a cash surrender value;
- there must be an offer of a nonforfeiture benefit;
- individuals must be unable to do two activities of daily living (ADLs) without substantial assistance;
- individuals with a cognitive impairment must require substantial supervision to protect self from threats to health and safety; and
- disability must be expected to last for at least 90 days, and certification of such must be from a licensed health care practitioner.

Important: If you have questions about the tax status of the long-term care policy that you are considering purchasing, you can contact your agent or the insurance carrier. If you have questions on how the purchase of a long-term care tax-qualified policy will impact the taxes you pay, consult with your tax advisor.

Virginia Tax Deduction: If the tax-qualified policy was purchased after January 1, 2006, an individual may be eligible for a tax credit equal to 15% of the total premiums paid in the year for the first 12 months of coverage. Certain limitations apply. Other credits may be available for previously purchased policies. Consult your tax advisor.

Virginia Long-Term Care Partnership

On or after September 1, 2007, insurers who have obtained the necessary approvals from the Commonwealth may offer Virginia residents the opportunity to purchase a Long-Term Care (LTC) Partnership policy. The Virginia LTC Partnership is an alliance between private insurance companies and state government. Virginia's participation in a LTC Partnership program was made possible by legislation enacted by Congress and by the Virginia General Assembly.

A Long-Term Care Partnership Policy is generally similar to a non-Partnership policy, but it has an added benefit of allowing a policyholder to protect a portion of his assets if he chooses to apply for Medicaid.

For every dollar that a LTC Partnership Policy pays out in benefits, a dollar of assets can be protected for purposes of determining Medicaid eligibility. This dollar-for-dollar asset protection feature is not available under non-Partnership Policies.

LTC Partnership policies must also include a certain level of inflation protection depending on the purchaser's age at the time of purchase. Inflation protection helps to adjust the policy's benefits to keep up with the rising cost of long-term care services.

- For individuals under age 61 at the time of purchase, annual compound inflation protection must be included in the LTC Partnership policy.
- For individuals age 61 to 76 at the time of purchase, some level of inflation protection must be included in the LTC Partnership policy.
- For individuals age 76 and older at the time of purchase, inflation protection is encouraged, but it is not required to be included in the LTC Partnership policy.

Agents who sell Partnership policies must receive additional training and insurers must verify required training in order for their agents to solicit a LTC Partnership Policy. If you are unsure about your agent's training status, you may contact the insurer he or she represents.

For more information about the Virginia Long-Term Care Partnership, please refer to the Bureau of Insurance's "*Facts About Long-Term Care Insurance in Virginia*" at <http://www.scc.virginia.gov/division/boi/webpages/inspagedocs/lcfacts.pdf>. and the Long-Term Care Insurance: The Choice is Yours Virginia's Long-Term Care Partnership brochure.

Important Note: The premium information provided in this Guide is based on representative policy and benefit packages, and does not necessarily reflect the premiums associated with a LTC Partnership policy. You should contact the company for specific premium information about the LTC Partnership policy you may be considering.

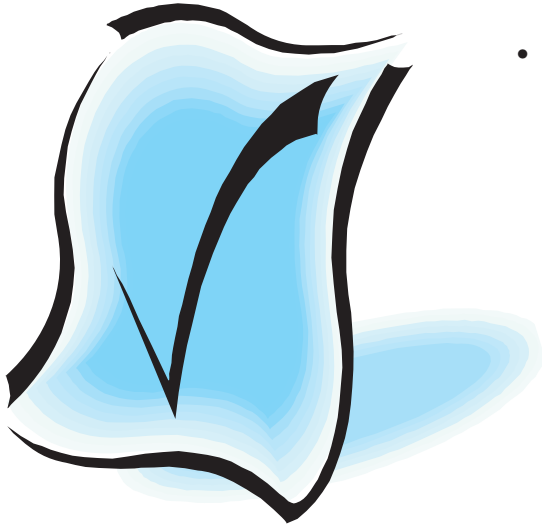


What Questions to Ask when Shopping for Long-Term Care Insurance

There is no one-size-fits-all when it comes to LTC insurance. Comparing important features of a LTC insurance plan can help you understand how the different components of the plan affect your coverage. Since LTC insurance benefits are not standardized in Virginia, each policy is different. Generally, for each policy you are considering, ask the agent:

- What types of care are covered?
- What are my choices for the following:
Daily Maximum, Elimination Period, and Inflation Rider?
- How much is the daily benefit for nursing home, home health care, adult day care, or assisted living care?
- For how long does the policy provide benefits for nursing home care, home health care, adult day care, or assisted living care?
- How does the policy keep up with inflation?
- How much will the premium payments be each year?
- Is there a lifetime maximum on the benefits?
- How long before pre-existing conditions are covered?
- Are the insurance company and agent licensed in Virginia to sell LTC policies, and do they have a good track record for customer service?
- What benefit triggers must be met in order to receive benefits under the policy?
- Is the policy tax-qualified? The policy must contain a disclosure if it is intended to be tax-qualified.

Shopping Tips



- **Shop around** – check with different companies because LTC policies can be different in the benefits provided and in the price.
- Read what you are asked to sign before signing it. Do not sign a blank application form.
- Do not rush to buy insurance. Don't purchase LTC insurance unless you understand what you are purchasing. If you do not understand, ask questions.
- Always pay by check or money order. Do not pay cash. Do not make checks payable to an individual agent; make them payable to the insurance company.
- Know the agent's name and contact information and the insurance company's name and address represented by the agent. It is important to be able to contact the agent and company if you need help.



Important Terms

The following terms are often used in connection with LTC insurance. Many are also used in this Guide.

ATTAINED AGE RATING – Premiums are based on the covered individual's age at the time of application of the policy or certificate. Premiums **will increase** as the individual ages regardless of his or her age when first enrolled.

COGNITIVE IMPAIRMENT – A deficiency in a person's short or long-term memory; orientation as to person, place and time; deductive or abstract reasoning; or judgement as it relates to safety awareness. Long-term policies must provide coverage of Alzheimer's disease, senile dementia, organic brain disorder or other similar diagnoses.

COMBINATION POLICY – A long-term care policy that includes benefits for nursing home care and home health care.

DUPLICATE COVERAGE – Do not buy more than one policy. Consider increasing current coverage instead. If you replace a policy with another new policy, regulations in Virginia require agents or insurance companies to **a)** offer to check on all your other policies for possible duplicate coverage, **b)** warn you in writing not to cancel any policy until the "free-look" period is over and you are satisfied with the new one and **c)** give credit for time spent under your previous policy toward satisfying pre-existing condition waiting periods.

ELIMINATION PERIOD – The length of time the individual must receive covered services before the insurance company will begin to make payments. The longer the elimination period in a policy, the lower the premium.

EXPENSE INCURRED (REIMBURSEMENT) DISBURSEMENT METHOD - The benefit is paid when an expense is incurred for an eligible service. The amount paid is the lesser of the expense incurred or the dollar limit of the policy.

FREE-LOOK – All long-term care policies must provide a "free-look" period of at least 30 days that will allow you to review your purchase. For a full refund of any premium paid, return the policy before the end of the 30 day period.

GUARANTEED RENEWABLE – Long-term care insurance policies issued in Virginia must be at least guaranteed renewable. Under a guaranteed renewable policy, the insured is the only one who voluntarily can cancel the policy. The easiest and most common way the insured does that is to simply stop paying the premiums. The company may not change policy provisions or refuse to renew your coverage. Premiums, however, may be raised for an entire class of policyholders.

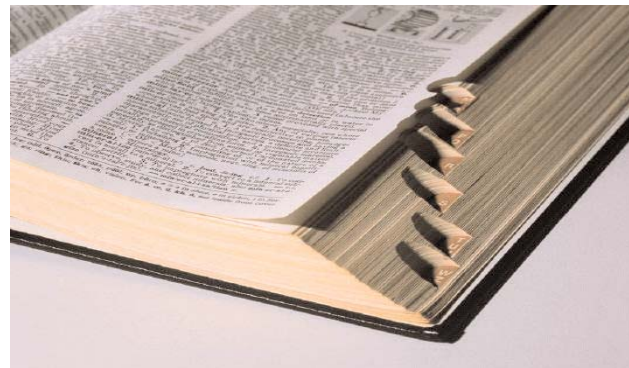
HOME HEALTH CARE POLICY – A policy that pays for skilled care or personal assistance in the home. Do not confuse at home recovery benefits with more extensive home health care benefits. Recovery benefits often are limited to short periods, usually no longer than your hospital or nursing home stay.

INDEMNITY DISBURSEMENT METHOD - The benefit is a set dollar amount paid after a determination of eligibility and is not based on the specific service received or on the expenses incurred.

INFLATION PROTECTION – In Virginia, companies must offer at least one of three methods of increasing the daily benefit amount to offset the effect of inflation. You may reject or accept the offer. The three methods available are **a)** benefit level increases compounded annually of at least 5%, **b)** the guarantee of periodic opportunities to increase benefit levels without providing evidence of insurability or health status, or **c)** coverage of a specific percentage of actual reasonable charges without a specific maximum indemnity amount. If you reject the inflation protection, it **MUST** be in writing. Refer to the section entitled, “Virginia Long-Term Care Partnership,” for Partnership policy requirements.

NONCANCELABLE – A long-term care policy that cannot be cancelled by the insurance company and for which the rates cannot be changed by the insurance company.

NONFORFEITURE BENEFITS – A nonforfeiture benefit provides that after a policyholder has paid into a policy for a specified period of time, the policyholder continues to have some benefits even if he/she is unable to continue paying premiums. Those benefits take different forms and affect the policy price.



NURSING HOME POLICY – A policy that pays for care in a licensed nursing facility.

PRE-EXISTING CONDITION – A pre-existing condition is an illness or disability for which you received medical advice or treatment during a period of time before you applied for insurance. Most policies do not pay for pre-existing conditions during the waiting period after you become insured. State law limits the long-term care pre-existing policy waiting period to six months.

SKILLED CARE – Daily nursing and rehabilitative care that can be performed only by, or under the supervision of, skilled medical personnel. Usually this care must be ordered by a physician and required 24 hours a day.



Premium Pricing

The initial premium for a long-term care insurance policy is based on:

- your age at policy purchase,
- the elimination period, and
- policy benefits and duration.



AGE – The younger you are when you buy the policy, the less you pay in initial premiums. The premium may increase with age (after age 65 a long-term care insurer cannot increase premium due to age).

ELIMINATION PERIOD – Premiums are lower for longer elimination periods.

BENEFITS – A policy paying \$50 per day for three years will cost less than one paying \$100 a day for five years.



Requirements for Long-Term Care Insurance Policies Issued in Virginia

- There can be no requirement for a prior hospital or skilled nursing home stay as a trigger for benefits.
- All pre-existing conditions must be covered after six months.
- Policies must be guaranteed renewable or noncancelable.
- Inflation protection coverage must be offered. Refer to the section entitled, “Virginia Long-Term Care Partnership,” for Partnership policy requirements.
- After age 65, no attained age rating is allowed.
- Policies must provide benefits for a minimum of 12 months.
- Policies may not use waivers or riders to exclude coverage for pre-existing conditions.
- Policies cannot require that home health care be provided by an RN or LPN.
- All policies must have a 30 day “free-look” provision.
- No policy may exclude or limit benefits based on Alzheimer’s disease, senility, dementia, organic brain disorder, or other similar diagnoses
- An option for an insured to designate an individual to receive a notice of policy lapse or termination.
- Rate revisions must be approved by the Bureau prior to implementation.
- No new waiting period for pre-existing conditions when replacing policies.

Premium Information in this Guide

This Guide is organized into tables that identify the annual premiums for six different sample individual LTC policies. It is very important to note that this Guide should be used only to make some general pricing comparisons. Long-Term care policies in Virginia are not standardized, and not every company offering LTC insurance policies in Virginia offers a product with the exact features identified in the sample policies used in this Guide. For ease of reference however, this Guide includes information only relating to the six sample policies.

Because the features and benefits of LTC policies in Virginia will vary by policy and by company, you should read the policy and the outline of coverage very carefully for a description of the features included.

The rate tables show the annual rates charged by the companies identified in the tables for LTC policies. Rates are displayed for people between the ages of 40 and 80, in five-year intervals. Also included is information on the policy's tax status, payment disbursement method, elimination period in days, pre-existing condition waiting period, and the policy form number. (You may use the specific policy form number when expressing an interest in a particular policy.)

The six sample policies are as follows:

SAMPLE 1

Individual tax-qualified combination nursing home and home health care
\$100 daily benefit for nursing home care and \$50 daily benefit for home health care
0-20 day elimination period
two-year benefit period

SAMPLE 2

Individual tax-qualified combination nursing home and home health care
\$100 daily benefit for nursing home care and \$50 daily benefit for home health care
30-60 day elimination period
five-year benefit period

SAMPLE 3

Individual tax-qualified combination nursing home and home health care
\$100 daily benefit for nursing home care and \$50 daily benefit for home health care
90-100 day elimination period
lifetime benefit period

SAMPLE 4

Individual non-tax-qualified combination nursing home and home health care
\$100 daily benefit for nursing home care and \$50 daily benefit for home health care
0-20 day elimination period
two-year benefit period

SAMPLE 5

Individual non-tax-qualified combination nursing home and home health care
\$100 daily benefit for nursing home care and \$50 daily benefit for home health care
30-60 day elimination period
five-year benefit period

SAMPLE 6

Individual non-tax-qualified combination nursing home and home health care
\$100 daily benefit for nursing home care and \$50 daily benefit for home health care
90-100 day elimination period
lifetime benefit period

Sample Policy 1

Individual tax-qualified combination individual nursing home and home health care policy, with \$100 daily benefit for nursing home care and a \$50 daily benefit for home health care, 0-20 day elimination period, and two year benefit period

Company Name	Disbursement Method	Elimination Period	Waiting Period	Policy Form Number
AFLAC	Indemnity	0	0	A-27000-VA
Allianz Life Insurance Company of North America	Expense Incurred	7	0	11-P-Q-VA
American Network Insurance Company	Expense Incurred	0	6	PF3-TQ-A(VA)
Bankers Life and Casualty Insurance Company	Expense Incurred	0	0	GR-N550
Great American Life Insurance Company	Expense Incurred	0	0	4LTC1P0001-VA
Guarantee Trust Life Insurance Company	Expense Incurred	20	0	G0100-VA
Loyal American Life Insurance Company	Expense Incurred	0	0	L-6000-TQ-VA
Minnesota Life Insurance Company	**	0	0	ML7500P-VA
Mutual of Omaha Insurance Company	Expense Incurred	0	0	LTC041-TQ-VQ
New York Life Insurance Company	Expense Incurred	20	0	310164CV
Penn Treaty Network America Insurance Company	Expense Incurred	0	6	PF3-TQ-P(VA)
Provident Life and Accident Insurance Company	Indemnity	20	0	LTCP03
State Life Insurance Company	Expense Incurred	0	0	S-9000-P-VA
United of Omaha Life Insurance Company	Expense Incurred	0	0	LTC06UI-TQ
United Teacher Associates Insurance Company	Expense Incurred	0	0	LTC-020201-UTA-TQ-VA

**Payment disbursement method for Nursing Home - Indemnity, Home Health Care - Expense Incurred.

Sample Policy 1: Purchase Age and 2007 Annual Premiums

Company Name	40	45	50	55	60	65	70	75	80
AFLAC	\$720	\$936	\$1,332	\$1,944	\$2,448	\$3,672	N/A	N/A	N/A
Allianz Life Insurance Company of North America	(800) 992-3522	387	420	475	630	906	1,448	2,387	3,856
American Network Insurance Company	(800) 950-1962	304	304	353	492	730	1,140	1,853	3,083
Bankers Life and Casualty Insurance Company	(800) 222-3469	372	474	504	636	882	2,016	3,228	N/A
Great American Life Insurance Company	(866) 830-0607	233	287	353	449	557	1,227	2,065	
Guarantee Trust Life Insurance Company	(800) 338-7452	153	153	248	402	616	1,511	2,508	4,705
Loyal American Life Insurance Company	(800) 633-6752	276	377	450	522	725	1,610	2,829	N/A
Minnesota Life Insurance Company	(800) 643-5728	345	380	414	518	691	1,589	2,901	4,489
Mutual of Omaha Insurance Company	(800) 775-6000	482	514	590	693	864	2,313	3,770	N/A
New York Life Insurance Company	(800) 224-4582	190	265	370	555	756	1,707	2,885	N/A
Penn Treaty Network America Insurance Company	(800) 222-3469	304	304	304	353	492	1,140	1,853	3,083
Provident Life and Accident Insurance Company	(800) 336-3969	195	267	315	396	575	1,404	2,318	3,756
State Life Insurance Company	(800) 428-2316	352	378	404	488	677	1,355	2,704	4,058
United of Omaha Life Insurance Company	(800) 775-6000	481	506	575	670	823	2,158	3,517	N/A
United Teacher Associates Insurance Company	(800) 880-8824	184	251	300	348	484	1,074	1,886	

Sample Policy 2
 Individual tax-qualified combination nursing home and home health care policy, with \$100 daily benefit for nursing home care and \$50 daily benefit for home health care, 30-60 day elimination period, and five year benefit period

Company Name	Disbursement Method	Elimination Period	Waiting Period	Policy Form Number
Allianz Life Insurance Company North America (800) 950-1962	Expense Incurred	60	0	11-P-Q-VA
American Network Insurance Company (800) 222-3469	Expense Incurred	30	6	PF3-TQ-A(VA)
Bankers Life and Casualty Company (800) 231-9150	Expense Incurred	60	0	GR-N550
Berkshire Life Insurance Company of America (800) 819-2468	Expense Incurred	30	0	BG01P(06/04)-VA
Combined Insurance Company of America (800) 999-2170	Expense Incurred	30	0	14785-VA
Genworth Life Insurance Company (888) 436-9678	Expense incurred	30	0	7042
Great American Life Insurance Company (866) 830-0607	Expense Incurred	30	0	4LTC1P0001-VA
John Hancock Life Insurance Company (800) 377-7311	Expense Incurred	30	0	LTC-03 VA
John Hancock Life Insurance Company (800) 377-7311	Expense Incurred	60	0	LTC-03 VA
Knights of Columbus (800) 214-9825	Expense Incurred	60	0	LTC01 VA 1-03
Loyal American Life Insurance Company (800) 633-6752	Expense Incurred	30	0	L-6000-TQ-VA
MedAmerica Insurance Company (800) 544-0327	Indemnity	60	0	SPL-336
Minnesota Life Insurance Company (800) 643-5728	**	30	0	ML7500P-VA
Mutual of Omaha Insurance Company (800) 775-6000	Expensed Incurred	60	0	LTC041-TQ-VA
Penn Treaty Network America Insurance Company (800) 222-3469	Expense Incurred	30	6	PF3-TQ-P(VA)
Provident Life and Accident Insurance Company (800) 336-3969	Indemnity	60	0	LTCP03
Prudential Insurance Company of America (800) 732-0416	Reimbursement	60	0	GRP 113327

**Payment disbursement method for Nursing Home - Indemnity, Home Health Care - Expense Incurred.

Sample Policy 2 (Cont.)
 Individual tax-qualified combination nursing home and home health care policy, with \$100 daily benefit for nursing home care and \$50 daily benefit for home health care, 30-60 day elimination period, and five year benefit period

Company Name	Disbursement Method	Elimination Period	Waiting Period	Policy Form Number
State Farm Mutual Automobile Insurance Co. (Contact Local Agent)	Expense Incurred	30	6	97059
State Life Insurance Company (800) 428-2316	Expense Incurred	30	0	S-9000-P-VA
United of Omaha Life Insurance Company (800) 775-6000	Expense Incurred	60	0	LTC06UI-TQ
United Teacher Associates Insurance Company (800) 880-8824	Expense Incurred	60	0	LTC-020201UTA-TQ-VA

Sample Policy 2: Purchase Age and 2007 Premium

Company Name	40	45	50	55	60	65	70	75	80
Allianz Life Insurance Company of North America (800) 950-1962	\$386	\$422	\$459	\$532	\$772	\$1,037	\$1,717	\$2,919	\$4,480
American Network Insurance Company (800) 222-3469	464	464	464	543	748	1,102	1,740	3,086	6,180
Bankers Life and Casualty Insurance Company (800) 231-9150	453	583	628	797	1,116	1,633	2,610	4,233	7,027
Berkshire Life Insurance Company of America (800) 819-2468	302	370	475	619	860	1,298	2,097	3,546	5,816
Combined Insurance Company of America (800) 999-2170	240	360	420	560	820	1,090	2,090	3,640	6,050
Genworth Life Insurance Company (888) 436-9678	345	355	355	400	555	780	1,275	2,265	N/A
Great American Life Insurance Company (800) 830-0607	324	399	490	623	773	1,089	1,704	2,867	
John Hancock Life Insurance Company (800) 377-7311	541	609	677	778	1,049	1,557	2,538	4,399	N/A
John Hancock Life Insurance Company (800) 377-7311	496	558	620	713	962	1,427	2,327	4,033	N/A
Knights of Columbus (800) 214-9825	264	363	482	619	835	1,243	2,005	3,672	5,283
Loyal American Life Insurance Company (800) 633-6752	335	469	562	683	978	1,406	2,183	3,857	N/A
MedAmerica Insurance Company (800) 544-0327	244	329	463	670	1,011	1,621	2,621	5,083	8,094
Minnesota Life Insurance Company (800) 643-5728	457	503	549	686	915	1,372	2,104	3,843	5,947
Mutual of Omaha Insurance Company (800) 775-6000	470	511	589	694	880	1,317	2,280	3,889	N/A
Penn Treaty Network America Insurance Co. (800) 222-3469	464	464	464	543	748	1,102	1,740	3,086	6,180
Provident Life and Accident Insurance Company (800) 336-3969	263	358	422	527	762	1,119	1,840	3,025	4,951
Prudential Insurance Company of America (800) 732-0416	555	597	643	811	1,023	1,500	2,508	4,446	N/A

Sample Policy 2: Purchase Age and 2007 Annual Premiums (Cont.)

Company Name	40	45	50	55	60	65	70	75	80
State Farm Mutual Automobile Insurance Co. (Contact your local agent)	\$541	\$621	\$646	\$858	\$1,223	\$1,762	\$3,141	\$5,249	\$9,648
State Life Insurance Company (800) 428-2316	458	492	527	636	882	1,197	1,765	3,523	5,287
United of Omaha Life Insurance Company (800) 775-6000	554	593	677	790	986	1,448	2,507	4,276	N/A
United Teacher Associates Insurance Company (800) 880-8824	212	296	355	432	618	889	1,379	2,437	

Sample Policy 3

Individual tax-qualified combination nursing home and home health care policy, with \$100 daily benefit for nursing home care and \$50 daily benefit for home health care, 90-100 day elimination period, and lifetime benefit period

Company Name	Disbursement Method	Elimination Period	Waiting Period	Policy Form Number
Allianz Life Insurance Company North America (800) 950-1962	Expense Incurred	90	0	11-P-Q-VA
American Network Insurance Company (800) 222-3469	Expense Incurred	100	6	PF3-TQ-A(VA)
Bankers Life and Casualty Company (800) 231-9150	Expense Incurred	90	0	GR-N550
Berkshire Life Insurance Company of America (800) 819-2468	Expense Incurred	90	0	BG01P(06/04)-VA
Combined Insurance Company of America (800) 999-2170	Expense Incurred	90	0	14785-VA
Genworth Life Insurance Company (888) 436-9678	Expense Incurred	90	0	7042
Great American Life Insurance Company (866) 830-0607	Expense Incurred	100	0	4LTC1P0001-VA
Guarantee Trust Life Insurance Company (800) 338-7452	Expense Incurred	100	0	G0100-VA
Knights of Columbus (800) 214-9825	Expense incurred	90	0	LTC01 VA 1-03
Loyal American Life Insurance Company (800) 633-6752	Expense Incurred	90	0	L-6000-TQ-VA
MedAmerica Insurance Company (800)544-0327	Indemnity	90	0	SPL-336
Minnesota Life Insurance Company (800) 643-5728	**	90	0	ML7500P-VA
Mutual of Omaha Insurance Company (800) 775-6000	Expense Incurred	90	0	LTC041-TQ-VA
New York Life Insurance Company (800)224-4582	Expense Incurred	90	0	310164CV
Northwestern Mutual LTC Insurance Company (800) 807-2665	Expense Incurred	90	0	RS.LTC(1101)
Northwestern Mutual LTC Insurance Company (800) 807-2665	Reimbursement	90	0	RS.LTC(1101)
Penn Treaty Network America Insurance Company (800) 222-3469	Expense Incurred	100	6	PF3-TQ-P(VA)
Provident Life and Accident Insurance Company (800) 336-3969	Indemnity	90	0	LTCP03
Prudential Insurance Company of America (800) 732-0416	Reimbursement	90	0	GRP 113327
State Farm Mutual Automobile Insurance Co. (Contact your local agent)	Expense Incurred	90	6	97059

**Payment disbursement method for Nursing Home - Indemnity, Home Health Care - Expense Incurred.

Sample Policy 3 (cont.)

Individual tax-qualified combination nursing home and home health care policy, with \$100 daily benefit for nursing home care and \$50 daily benefit for home health care, 90-100 day elimination period, and lifetime benefit period

Company Name	Disbursement Method	Elimination Period	Waiting Period	Policy Form Number
The State Life Insurance Company (800) 428-2316	Expense Incurred	90	0	S-9000- P-VA
United of Omaha Life Insurance Company (800) 775-6000	Expense Incurred	90	0	LTC06UI-TQ
United Teachers Associates Insurance Company (800) 880-8824	Expense incurred	90	0	LTC020201UTA-TQ-VA

Sample Policy 3: Purchase Age and 2007 Annual Premiums

Company Name	40	45	50	55	60	65	70	75	80
Allianz Life Insurance Company North America	\$485	\$527	\$595	\$714	\$1,028	\$1,411	\$2,227	\$3,672	\$5,644
American Network Insurance Company	552	552	552	649	873	1,276	2,030	3,597	7,201
Bankers Life and Casualty Company	552	710	763	970	1,354	1,978	3,154	5,078	N/A
Berkshire Life Insurance Company of America	320	392	504	656	912	1,376	2,224	3,760	6,168
Combined Insurance Company of America	290	450	540	710	1,040	1,560	2,400	4,270	6,900
Genworth Life Insurance Company	410	410	420	465	640	925	1,525	2,700	N/A
Great American Life Insurance Company	360	435	530	663	833	1,249	1,978	3,597	
Gurantee Trust Life Insurance Company	198	198	319	518	794	1,208	1,951	3,248	N/A
Knights of Columbus	330	457	608	782	1,060	1,582	2,560	3,918	5,645
Loyal American Life Insurance Company	340	473	570	716	1,007	1,444	2,221	3,921	N/A
MedAmerica Insurance Company	400	538	632	920	1,380	2,197	3,519	6,900	N/A
Minnesota Life Insurance Company	449	493	538	673	897	1,346	2,063	3,767	5,831
Mutual of Omaha Insurance Company	584	634	728	845	1,064	1,592	2,788	4,599	N/A
New York Life Insurance Company	275	383	530	792	1,076	1,577	2,396	4,061	N/A
Northwestern Mutual LTC Insurance Company	440	554	691	862	1,156	1,607	2,629	4,341	N/A
Northwestern Mutual LTC Insurance Company	222	277	345	431	578	803	1,314	2,170	N/A
Penn Treaty Network America Insurance Company	552	552	552	649	873	1,276	2,030	3,597	7,201
Provident Life and Accident Insurance Company	292	395	459	567	837	1,272	2,097	3,457	5,614
Prudential Insurance Company of America	755	813	875	1,104	1,392	2,042	3,414	6,051	N/A

Sample Policy 3: Purchase Age and 2007 Annual Premiums (Cont.)

Company Name	40	45	50	55	60	65	70	75	80
State Farm Mutual Automobile Insurance (Contact your local agent)	\$644	\$739	\$770	\$1,018	\$1,451	\$2,092	\$3,589	\$6,001	\$10,308
The State Life Insurance Company (800) 428-2316	503	540	578	698	968	1,313	1,935	3,863	5,798
United of Omaha Life Insurance Company (800) 775-6000	816	873	993	1,141	1,415	2,077	3,637	6,000	N/A
United Teachers Association Insurance Company (800) 880-8824	227	316	380	477	672	963	1,481	2,613	N/A

Sample Policy 4

Individual non-tax-qualified combination nursing home and home health care policy, with \$100 daily benefit for nursing home care and \$50 daily benefit for home health care, 0-20 day elimination period, and two year benefit period

Company Name	Disbursement Method	Elimination Period	Waiting Period	Policy Form Number
Mutual of Omaha Insurance Company (800) 775-6000	Expense Incurred	0	0	LTC041-NTQ-VA
National States Insurance Company (800) 868-6788	Expense Incurred	20	6	PAL-1(02)R
United of Omaha Life Insurance Company (800) 775-6000	Expense Incurred	0	0	LTC06UI-NTQ

Sample Policy 4: Purchase Age and 2007 Annual Premiums

Company Name	40	45	50	55	60	65	70	75	80
Mutual of Omaha Insurance Company (800) 775-6000	\$554	\$591	\$678	\$797	\$994	\$1,471	\$2,660	\$4,335	N/A
National States Insurance Company (800) 868-6788	130	130	215	305	450	595	960	1,605	2,795
United of Omaha Life Insurance Company (800) 775-6000	545	574	652	759	932	1,352	2,245	3,985	N/A

Sample Policy 5
 Individual non-tax-qualified combination nursing home and home health care policy, with \$100 daily benefit for nursing home care and \$50 daily benefit for home health care, 30-60 day elimination period, and five year benefit period

Company Name	Disbursement Method	Elimination Period	Waiting Period	Policy Form Number
Mutual of Omaha Insurance Co. (800) 775-6000	Expense Incurred	60	0	LTC041-NTQ-VA
United of Omaha Life Insurance Company (800) 775-6000	Expense Incurred	60	0	LTC06UI-NTQ

Sample Policy 5: Purchase Age and 2007 Annual Premiums

Company Name	40	45	50	55	60	65	70	75	80
Mutual of Omaha Insurance Company (800) 775-6000	\$541	\$588	\$677	\$799	\$1,012	\$1,514	\$2,622	\$4,472	N/A
United of Omaha Life Insurance Company (800) 775-6000	627	672	767	895	1,118	1,640	2,840	4,845	N/A

Sample Policy 6

Individual non-tax-qualified combination nursing home and home health care policy, with \$100 daily benefit for nursing home care and \$50 daily benefit for home health care, 90-100 day elimination period, and lifetime benefit period

Company Name	Disbursement Method	Elimination Period	Waiting Period	Policy Form Number
Mutual of Omaha Insurance Company (800) 775-6000	Expense Incurred	90	0	LTC041-NTQ-VA
United of Omaha Life Insurance Company (800) 775-6000	Expense Incurred	90	0	LTC06UI-NTQ

Sample Policy 6: Purchase Age and 2007 Annual Premiums

Company Name	40	45	50	55	60	65	70	75	80
Mutual of Omaha Insurance Company (800) 775-6000	\$672	\$729	\$837	\$972	\$1,223	\$1,831	\$3,206	\$5,289	N/A
United of Omaha Life Insurance Company (800) 775-6000	925	989	1,125	1,293	1,603	2,353	4,121	6,798	N/A