

Efficient Funding of Long-Term Care

Non-Indexed Annuity

The client

Age 75 to 85; has \$150,000 from a large build up in a Non-Qualified Annuity not subject to surrender charges or money from a CD; views proceeds as lazy or emergency money.

The situation

Client is concerned about efficiently funding an extended health care or Long-Term Care (LTC) event. Has already identified assets to use but wants preservation of their capital, a reasonable rate of return and access and control over their money if they need it. **The agent's current BD doesn't allow sale of Indexed Annuities.**

The strategy

Use resources available in the OneAmerica® Virtual Care Solutions University to learn more about Marketing Programs, find WebEx's and Product information to help engage and have conversations with clients.

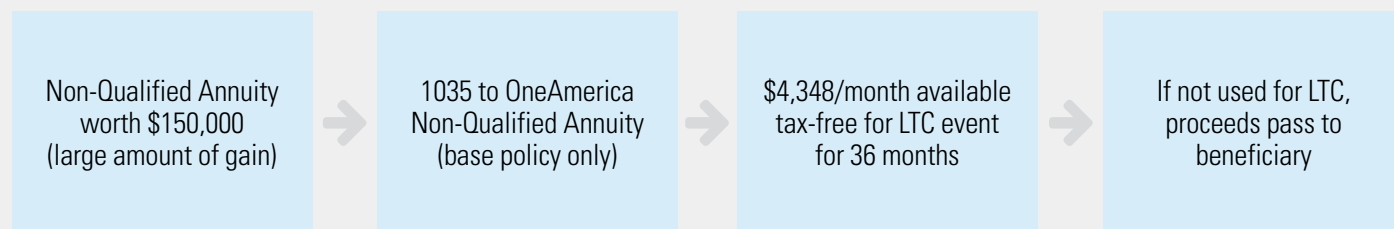
A solution

To address the specific concerns of the client, recommend a 1035 transfer to Annuity Care, base policy only.

This solution offers the client on \$150,000:

- The ability to access gains tax-free for extended care or LTC events
- A 34.8% tax-free income stream for 36 months (\$4,348 a month) for qualifying LTC expenses
- Can add a spouse or other insured giving both access to the full monthly benefit
- Retain access and control over the assets just like in their current annuity
- No medical underwriting or cognitive phone interview for base policy only
- Ability to add a rider doubling pool of assets or lifetime coverage (requires cognitive phone interview)

Summary of recommendation



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