

Assessing the life and long-term care landscape



Voluntary Benefits

Long-term care - a growing need and shrinking options



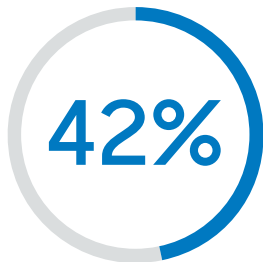
Employees need options to help manage the need for long-term care insurance. Today, the need for care is growing, but there are fewer and fewer long-term care insurance options. Many long-term care insurers have left the market and many of those that do still offer protection have had to increase premiums.

As a result, many employers are turning to a hybrid life insurance and long-term care (LTC) product to protect employees with a two-in-one benefit.

Today's challenge

Rising costs

Premiums on similar stand-alone long-term care policies have increased by 42 percent since 2015.¹



Shrinking options

While there were more than 100 companies selling LTCI at the turn of the 21st century, today fewer than a dozen sell a meaningful number of policies.²



A growing need

By 2030 there will be more people over age 65 than under 18.³ 70% of those people will need LTC.⁴



¹Long-term Care Insurance Facts. 2020 Reports. American Association for Long-Term Care Insurance. 2020. ²Designing Universal Family Care. National Academy of Social Insurance. 2019.

³The Caring Company, Harvard Business School. 2018. ⁴Genworth Cost of Care Survey. 2020.

The dangers for employees

Increased need and reduced coverage options mean that employees may be at risk for paying their own costs for long term care - which can be substantial. That's where a life and long-term care product comes in to be a viable alternative.



\$51,600

The median annual cost for a stay in an assisted living facility is \$51,600.⁴

Employees turning to a life and long-term care solution

58%

of consumers say they are at least "somewhat likely" to buy a combination life and long-term care product.⁵

15%

52% of consumers think they need LTC coverage, but only 15% have it.⁵



A survey found that LTC protection has the highest "need gap" of any voluntary product.⁶

Impact in the workplace

It's not just employees that are affected by care, employers are coping with it in their workforce and the effects can be dramatic. A life insurance and long-term care product can head this problem off for future generations while boosting employee loyalty by offering protection employees want.



32%

of employees have left a job due to caregiving responsibilities.³

Employers offering a life and long-term care solution

75%

of employers offer supplemental voluntary life insurance.⁷

89%

of Trustmark's life insurance policies are sold with a long-term care benefit.

⁵LIMRA Research Finds Nearly Two-Thirds of Consumers Think Long-term Care Insurance Is Important. LIMRA. 2018. ⁶2020 Insurance Barometer Study. LIMRA and Life Happens. 2020.

⁷Voluntary benefits: 2020 and beyond. BenefitsPRO. 2020.

Trustmark Voluntary Benefits has an industry-leading life and long-term care product that companies all across the country have turned to as a solution to the long-term care challenge. With two unique product designs, we're sure to have the coverage that meets your needs.



Trustmark Universal Life Insurance

- Offers a flexible death benefit, premium and cash value
- Benefits can be received in the form of living benefits for LTC

Trustmark Universal LifeEvents®

- Death benefit reduces at age 70, while long-term care benefits remain level
- Provides a cost-effective solution for LTC

Double the policy value with long-term care

- **Long-term care benefits** – advances 4% of the death benefit for up to 25 months
- **Benefit restoration** – Restores the death benefit used to pay for long-term care

LTC benefits are triggered when professional care is required for two or more activities of daily living or for cognitive impairment. Benefits can be used on the care the policyholder chooses.

Universal Life benefits

\$100,000



LTC benefit

\$100,000

Total maximum benefit

\$200,000

**How are you managing the long-term care challenge?
Contact a Trustmark representative to learn about your options.**

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