



[Co-brand Logo]

Changing long-term care needs

A swirl of demographic, legislative and economic factors have put the topic of care in the spotlight. To help employees prepare, it's important to understand what's driving this growing challenge.

Adding up the numbers

The growing need for care

By **2030**, for the first time in U.S. history, **those above the age of 65** will outnumber those below the age of 18.¹



70% of people over age 65 **will need long-term care** at some point in their life.²



A growing elderly population that is likely to need care means an **increased demand for care**.

The difficulty of accessing care

72% of nursing homes say their current workforce levels are **lower than pre-pandemic staffing levels**.³



The median monthly cost for independent living facilities in the United States is \$3,065. By 2040, this could rise to over **\$4,100 a month**.⁴



Shrinking care resources and increased costs mean that **access to care is more difficult for employees**.

Care is also a challenge for younger people

60% of Trustmark long-term care claimants **are under age 65**.⁵



30% of Trustmark claims for long-term care are for conditions that are non-permanent.⁵



More people under age 65 require care, which adds to the demand for care and caregivers.

Younger people are part of the care conversation

29% of Gen Z and **31%** of Millennials say that they are extremely likely to consider a **life with care** combination product.⁶



Millennials are the generation with the **highest level of concern about long term care**, and are most likely to be 'sandwiched' between caring for children and older adults.⁶



Concerns about care are pervasive - conversations about care may be relevant for a wide range of employees.

Solving the care challenge

The statistics may seem daunting, but there are solutions to address the challenge of care. Trustmark can help - we specialize in hybrid life and care solutions with three unique products that can help protect employees.

Trustmark Universal Life

- **Universal Life plan design** builds cash value allowing for flexibility as needs change
- **Offers long-term care benefits - 4% of the face amount** for up to 25 months of professional care
- **Options to extend** the amount of care benefit available up to 50 months total
- **Death benefit and care benefits** remain level throughout the life of the product

Trustmark Universal LifeEvents®

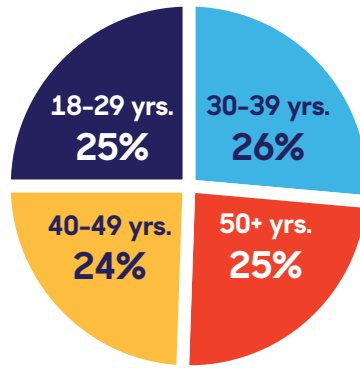
- **Universal LifeEvents plan design** builds cash value allowing for flexibility as needs change
- **Offers long-term care benefits - 4% of the face amount** for up to 25 months of professional care
- **Maximize value of care benefits** at purchase with a 67% death benefit reduction at age 70*
- **Options to extend** the amount of care available up to 50 months total

Trustmark Life + Care®

- **May be offered as Long-Term Care⁷ or Chronic Care** benefits
- **Premiums and benefits** are fully guaranteed⁸
- **Offers Care benefits that cover** both professional (4%) and family care (2%)
- **Non-forfeiture benefit** available after 10-year vesting period in lieu of cash value
- **Options to extend** the amount of care benefit available
- **Maximize value of care benefits** at purchase with options to reduce the death benefit by 67% or 50% at age 70**

Who's buying coverage from Trustmark?

Universal Life with long-term care benefits appeals to employees of all ages.⁵



* Or the beginning of the 15th policy year, whichever is later.

** Or 10th policy anniversary, whichever is later.

The time to address the need for care is now. Reach out to a Trustmark representative to learn more about the care challenges and the solutions we can provide for employees. TrustmarkVB.com

¹How Does the Aging of the Population Affect Our Fiscal Health. Peter G. Peterson Foundation. 2024. ²Long-Term Care Statistics: A Portrait of Americans in Assisted Living, Nursing Homes, and Skilled Nursing Facilities. A Place for Mom. 2023. ³State Of The Sector: Nursing Home Labor Staffing Shortages Persist Despite Unprecedented Efforts To Attract More Staff. AHCA. 2024. ⁴Independent Living Costs in 2025. Senior Living. 2025. ⁵Trustmark Book of Business - Universal Life with HH/LTC Rider. The HH/LTC rider is an acceleration of the death benefit and is not comprehensive long term care insurance. ⁶Consumer Perspectives on Long-Term Care and Insurance Update. LIMRA. 2025.

⁷Availability may vary by state. This Rider is intended to be a qualified Long-Term Care insurance contract under Section 7702B(b) of the Internal Revenue Code. ⁸Benefits are payable after 90 days of qualifying care has been received and the conditions for payment have been met.



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