



## 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.<sup>1</sup>



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



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**.<sup>3</sup>



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**.<sup>4</sup>



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**.<sup>5</sup>



**30% of Trustmark claims** for long-term care are for conditions that are non-permanent.<sup>5</sup>



**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.<sup>6</sup>



**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.<sup>6</sup>



**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®

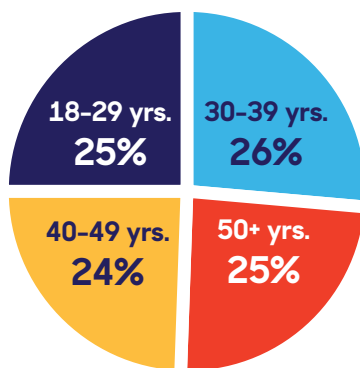
- **Universal LifeEvents plan design** builds cash value allowing for flexibility as needs change
- **Offers long-term care benefits – 4% of the face amount** for up to 25 months of professional care
- **Maximize value of care benefits** at purchase with a 67% death benefit reduction at age 70\*
- **Options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

## Trustmark Life + Care®

- **May be offered as Long-Term Care<sup>7</sup> or Chronic Care** benefits
- **Premiums and benefits** are fully guaranteed<sup>8</sup>
- **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.<sup>5</sup>



\* 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](https://TrustmarkVB.com)

<sup>1</sup> How Does the Aging of the Population Affect Our Fiscal Health. Peter G. Peterson Foundation. 2024. <sup>2</sup> Long-Term Care Statistics: A Portrait of Americans in Assisted Living, Nursing Homes, and Skilled Nursing Facilities. A Place for Mom. 2023. <sup>3</sup> State Of The Sector: Nursing Home Labor Staffing Shortages Persist Despite Unprecedented Efforts To Attract More Staff. AHCA. 2024. <sup>4</sup> Independent Living Costs in 2025. Senior Living. 2025. <sup>5</sup> Trustmark 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. <sup>6</sup> Consumer Perspectives on Long-Term Care and Insurance Update. LIMRA. 2025.

<sup>7</sup> Availability 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. <sup>8</sup> Benefits are payable after 90 days of qualifying care has been received and the conditions for payment have been met.



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