



Genworth®  
Financial

TOTAL LIVING COVERAGE®

## CD vs. Linked Benefit Repositioning for Greater Value

### The TLC Challenge

Same Initial Dollars  
Same Events  
Better Financial Outcome



Universal Life Insurance with Long Term Care Benefits Underwritten by  
Genworth Life Insurance Company, Richmond, VA  
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# The Client

Richard, 60 years old, married, maintains his health. He has \$100,000 in a CD, currently up for renewal.

## The Client's Concerns

- Understands the need for long term care but hesitant to commit to paying for a product he may never need
- Is interested in leaving money he does not use to loved ones
- Is concerned that the cost of his long term care will be more than he has saved
- Wants reassurance that he can change his mind about the product and get his money back

## The Strategy

Reposition the money from his CD to purchase a Total Living Coverage® (TLC) policy

TLC offers him three advantages:

- ❶ Long term care coverage, more than 6x his initial premium, if needed
- ❷ Universal life insurance death benefit, more than 2x his initial premium for loved ones if he never needs long term care
- ❸ Money-back guarantee so if Richard changes his mind within the first 15 years he'll receive his initial premium back\*

*If Richard needs care for a period of time, TLC will give him greater value for his initial \$100,000 compared to a CD*

## The Results

Richard repositions the \$100,000 from his CD to a TLC policy. He now has available:

- **\$690,783** to pay for covered long term care (LTC), if needed
- **\$230,261** death benefit amount, if he doesn't need LTC
- **\$23,026** minimum death benefit even if he uses all the available funds for LTC
- **\$100,000** minimum surrender value if he changes his mind within 15 years

\* To receive this benefit, Richard must select the optional Return of Premium Rider (ROP), which requires a higher initial premium and is available only when applying for TLC. The ROP feature guarantee exists as long as loans or partial withdrawals have not been taken. If Richard were to receive any covered long term care benefits, the amount refunded would be reduced by the total benefits paid.



# CD vs. TLC Challenge

This graph illustrates how this TLC policy can provide over 6 times the coverage if Richard needs LTC by comparing the coverage and benefits of money in a CD versus TLC.

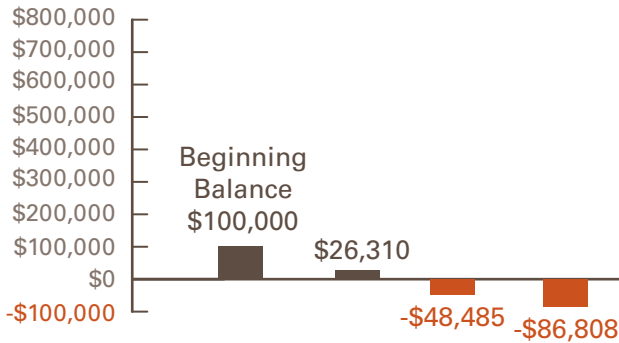
## LTC Cost\*\*

Year 1	\$75,190	The Cost of LTC Assuming a Private Room in a Nursing Home for 2 1/2 Years.
Year 2	\$75,190	
Year 3	\$37,595	

**Total Cost \$187,975**

## Withdrawing Money from a CD to Cover LTC Expenses

(yielding growth of 1.5% annual interest)



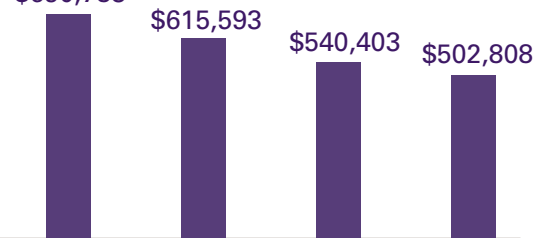
### Result CD:

- Original Balance **\$100,000**
- Remaining Balance **\$0**

CD funds to pay for LTC expenses are depleted after 16 months. Richard would need to use other assets to pay for care. No money remains for a death benefit.

## Using TLC to Pay for Covered LTC Expenses

Available for LTC  
**\$690,783**



### Result TLC:

- Original Death Benefit **\$230,261**
- Remaining Death Benefit **\$42,286**

Richard has more than 6 times his initial premium when care begins. He can afford coverage for the entire period and retains a death benefit for his beneficiary.

## The TLC Advantage is Clear:

- Same Initial Dollars
- Same Events
- Better Financial Outcome

\*\*Genworth 2010 Cost of Care Survey, conducted by CareScout® April 2010.

## TOTAL LIVING COVERAGE®

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This is a partial product description. To accurately present this product, you must fully understand its features, benefits and limitations, which are covered in more detail in the product's latest feature guide. Only the policy contains the actual terms and conditions of coverage.

All guarantees are based on the claims-paying ability of the issuing insurance company.

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**Ask your Genworth representative for more information about Total Living Coverage.**

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