



Long Term Care University

Long Term Care University – Question of the Month

By Aaron Skloff, AIF, CFA, MBA

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Q: We read the Long Term Care University article ‘Traditional Versus Hybrid Life and Long Term Care Insurance’ and prefer the Hybrid Long Term Care Insurance (LTC) policy. Can you please review the **Lincoln MoneyGuard Fixed Advantage** Hybrid Life and LTC policy?

Overview. Lincoln Financial Group is part of Lincoln National Corporation, an A.M. Best A rated company, founded in 1905. The Lincoln MoneyGuard Fixed Advantage policy is a Hybrid Life and Long Term Care Insurance (also called Combination or asset based) policy. With Traditional LTC policies, premiums can be increased and you may not receive any benefits if you do not need LTC. With Hybrid LTC policies the benefits and premiums are guaranteed. The insurance company either: 1) pays you if you need LTC, 2) pays your heirs if you do not need LTC, 3) pays you and your heirs if you need a modest amount of LTC or 4) pays you a refund if you cancel the policy.

Lincoln MoneyGuard Fixed Advantage is Unique Because It Does Not Have an Elimination Period for Home Care or Facility Care. Like a deductible on an automobile or homeowners insurance policy, an elimination period (EP) on a LTC insurance policy sets period you pay for your LTC costs out of your own pocket. With a zero day EP, you gain three advantages: 1) Zero or low out-of-pocket costs when your care begins, 2) Higher probability the insurance company will pay all of your LTC costs and 3) Zero or low probability you will need to liquidate assets (and have to pay the commissions, taxes and penalties associated with those liquidations) to pay for your care during your EP.

Lincoln MoneyGuard Fixed Advantage is Unique Because It Has the Benefit Transfer Rider (BTR). The BTR allows beneficiaries the option to leverage all or some of their death benefit proceeds to increase LTC benefits, death benefit and length of protection on their existing MoneyGuard Fixed Advantage policy with no additional underwriting requirements. LTC benefits are transferred to the beneficiary’s policy at a ratio equal to the beneficiary’s original LTC to premium ratio – increasing the Total LTC Benefit Limit (Pool), not the Monthly LTC benefit.

Lincoln MoneyGuard Fixed Advantage Policy Options. The policy options include: Benefit periods of 3-6 years; Inflation protection of none, 3% compound, and 5% compound; Elimination period of zero days; Reimbursement based benefit payment method; Flexible Care Cash Amendment pays 50% of the maximum daily benefit for home care (no receipts required) up to the death benefit limit; Terminal Illness rider; and a Residual life insurance benefit (even if you deplete of your LTC benefits) equal to the lesser of 5% of the face amount of insurance or \$10,000.

Lincoln MoneyGuard Fixed Advantage Policy Premium Payment Options. They include: one time (single-pay) through 10 years (10-pay), based on age. **Like buying a home, the longer your payment option, the higher your cumulative payments.**

How Lincoln MoneyGuard Fixed Advantage Compares with Other Hybrid LTC Policies. Let’s look at a husband and wife, Bill and Sue, who are each 55 years old and reside in Maryland. They each pay a \$100,000 one-time premium (\$200,000 combined with Nationwide Carematters Together and OneAmerica State Life Asset Care) and are expected to need LTC in 25 years at the age of 80. They are comparing Hybrid policies that offer the largest LTC benefits with inflation protection (unless noted). See reimbursement policies in blue and cash indemnity policies in green in the chart below.

Lincoln MoneyGuard Fixed Advantage Outperforms Competitors – with High Monthly and Total Benefits, and Zero Day Elimination Period. Bill will have \$16,447 monthly and \$1,342,391 total LTC benefits, while Sue will have \$14,127 and \$1,096,508, respectively. **Brighthouse SmartCare** is a strong cash indemnity alternative for Bill and Sue due to its high monthly and total LTC benefits, and its option to **link policy values to major market indices**. **John Hancock LifeCare** is notable for its option to **link policy values to major market indices**. **Nationwide CareMatters II** is a strong cash indemnity alternative for Bill and Sue due to its high monthly and total LTC benefits and its **90 day with zero day retroactive** elimination period. **Nationwide CareMatters Together** is a strong cash indemnity alternative for Bill and Sue due to its high monthly LTC benefits and its **90 day with zero day retroactive** elimination period. **OneAmerica State Life Asset Care** is a strong alternative due to its **unlimited, lifetime** total LTC benefits. **Securian Minnesota Life Securian SecureCare III** is a strong cash indemnity alternative for Bill and Sue due to its higher monthly and total LTC benefits.

Insurance Company and Product Name	Policy Owner - Age	Benefit Payment Method	Elimination Period	Premium	Age 120 Death Benefit	Age 55 Monthly LTC Benefit	Age 55 Total LTC Benefits	Inflation Protection	Age 80 Monthly LTC Benefit	Age 80 Total LTC Benefits
Lincoln MoneyGuard Fixed Advantage	Bill - 55	Reimbursement or 50% Cash Indemnity	0 Days	\$ 100,000	\$ 116,559	\$ 4,857	\$ 396,412	5% Compound	\$ 16,447	\$ 1,342,391
	Sue - 55		0 Days	\$ 100,000	\$ 161,925	\$ 6,747	\$ 523,699	3% Compound	\$ 14,127	\$ 1,096,508
Brighthouse SmartCare	Bill - 55	Cash Indemnity	90 Days	\$ 100,000	\$ 186,900	\$ 7,632	\$ 592,384	3% Compound	\$ 15,979	\$ 1,240,320
	Sue - 55	Cash Indemnity	90 Days	\$ 100,000	\$ 161,925	\$ 6,612	\$ 513,224	3% Compound	\$ 13,844	\$ 1,074,578
John Hancock LifeCare	Bill - 55	Cash Indemnity	90 Days	\$ 100,000	\$ 151,890	\$ 1,108	\$ 79,742	5% Compound	\$ 3,572	\$ 257,177
	Sue - 55	Cash Indemnity	90 Days	\$ 100,000	\$ 125,866	\$ 918	\$ 66,080	5% Compound	\$ 2,960	\$ 213,113
Nationwide CareMatters II	Bill - 55	Cash Indemnity	90 Days with	\$ 100,000	\$ 167,513	\$ 6,980	\$ 541,772	3% Compound	\$ 14,614	\$ 1,134,351
	Sue - 55	Cash Indemnity	0 Days Retroactive	\$ 100,000	\$ 100,000	\$ 5,944	\$ 461,374	3% Compound	\$ 12,445	\$ 966,015
Nationwide CareMatters Together	Bill - 55	Cash Indemnity	90 Days with	\$ 200,000	\$ 261,322	\$ 7,259	\$ 774,588	3% Compound	\$ 15,199	\$ 1,621,816
	Sue - 55	Cash Indemnity	0 Days Retroactive	Combined	Combined	\$ 7,259	Combined	3% Compound	\$ 15,199	Combined
OneAmerica State Life Asset Care	Bill - 55	Reimbursement or 75% Cash Indemnity	0 Days Home	\$ 200,000	\$ 298,293	\$ 12,429	Unlimited	None	\$ 12,429	Unlimited
	Sue - 55		90 Days Other	Combined	Combined	\$ 12,429	Unlimited	None	\$ 12,429	Unlimited
OneAmerica State Life Asset Care	Bill - 55	Reimbursement or 75% Cash Indemnity	0 Days Home	\$ 200,000	\$ 139,146	\$ 5,798	Unlimited	3% Compound	\$ 11,786	Unlimited
	Sue - 55		90 Days Other	Combined	Combined	\$ 5,798	Unlimited	3% Compound	\$ 11,786	Unlimited
Securian Minnesota Life SecureCare III	Bill - 55	Cash Indemnity	90 Days	\$ 100,000	\$ 164,036	\$ 6,835	\$ 553,622	5% Simple	\$ 15,378	\$ 1,168,757
	Sue - 55	Cash Indemnity	90 Days	\$ 100,000	\$ 140,217	\$ 5,842	\$ 473,232	5% Simple	\$ 13,145	\$ 999,046

Conclusions. Lincoln MoneyGuard Fixed Advantage provides high monthly and total LTC benefits, with a zero day elimination period. Since premiums vary greatly based on age, health and marital status, request individualized quotes.

Aaron Skloff, Accredited Investment Fiduciary (AIF), Chartered Financial Analyst (CFA), Master of Business Administration (MBA), is the Chief Executive Officer of Skloff Financial Group, a Registered Investment Advisory firm. The firm specializes in financial planning and investment management services for high net worth individuals and benefits for small to middle sized companies. He can be contacted at www.skloff.com or 908-464-3060.