



# Help provide more for couples with *LifeCare*

## Client profile and common concerns

Have idle assets available for reallocation

- Desire competitive leverage of asset to leave a legacy to heirs
- Want to protect retirement nest egg from a potential long-term care need
- Have first-hand experience with family members needing care and do not want to burden loved ones as they age

## Questions to ask

- Would you prefer to reposition idle assets such as cash or money market as a single premium or reposition income over a period of defined years?
- Do you have experience providing care for a loved one?
- Do you own a business?
- What is your health history?

## Solution

Husband and wife, Charles and Claire, both age 55, have \$3M in assets plus their home and are on track financially for retirement. But after recently caring for their aging parents, they were keenly aware of the toll caregiving can take on loved ones and wanted to avoid burdening their children. At the same time, the couple is cautious about overpaying for long-term care (LTC) benefits they may never use. Charles also expressed a desire to leverage a portion of their assets for a meaningful death benefit. Their financial representative suggested they each purchase a LifeCare policy, a hybrid indexed universal life insurance solution with long-term care benefits. By offering them both a substantial death benefit and LTC benefits if needed, this strategy provided them with the financial security and comfort that comes from having:

- Comprehensive coverage when they need it most
- A hedge against inflation
- A legacy-planning tool

Couple purchases two LifeCare policies: Claire, 55, premium of \$10,000/yr for 10 years, Preferred Non-Smoker. Charles, 55, premium of \$10,000/yr for 10 years, Standard Non-Smoker

Benefit categories	Claire		Charles	
	Initial benefits	Age 85 benefits	Initial benefits	Age 85 benefits
Long-Term Care (LTC) Benefit Pool	\$302,842	\$767,099	\$307,560	\$799,627
Maximum Monthly Benefit Amount (MMBA)	\$6,309	\$15,981	\$6,408	\$16,659
Death Benefit	\$151,421	\$383,549	\$153,780	\$399,814

Examples assume Vitality Gold Status achieved, 100% allocation to Select Capped Indexed Account at 5.21%. Not all benefits and values are guaranteed. The assumptions on which the non-guaranteed elements are based are subject to change by the insurer. Actual results may be more or less favorable

## Outcome

Charles and Claire each successfully reallocated \$10,000 a year over 10 years into a LifeCare policy, securing access to guaranteed benefits, growth potential, a meaningful death benefit, and long-term care benefits, if needed.

Charles passed away at the age of 82, without utilizing his LTC benefit, leaving a \$355,966 death benefit to his family. Claire continued to live at home, utilizing her long-term care benefits to help cover the costs of a qualified home health aide. She passed away at age 85, after being on claim for 11 months, leaving her children with a death benefit of \$207,758.

## Conclusion

For couples looking to enhance their financial plan with an added layer of security, a personalized LifeCare solution can provide the peace of mind they need.

**Contact your dedicated John Hancock LifeCare sales support team at 844-544-5433 to learn more.**

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The LifeCare Long-Term Care rider and the LifeCare Long-Term Care Inflation rider accelerate the death benefit for approved long-term care expenses and, depending on the benefit period selected, also offer an extension of long-term care benefits after the death benefit has been fully accelerated. When the death benefit is accelerated for long-term care expenses, it is reduced dollar for dollar, and the cash value is reduced proportionately. The riders have a maximum monthly benefit amount and are subject to underwriting. There are additional fixed premiums associated with these riders. The riders have exclusions and limitations, reductions of benefits, and terms under which they may be continued in force or discontinued. Consult the state specific Outline of Coverage for additional details.

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