Insurance products issued by:
Minnesota Life Insurance Company

LTC planning outside the box

6 SecureCare III multi-pay sales ideas

Many agents think finding a long-term care (LTC) solution is one of the last steps in the retirement planning process – and a step only some clients can afford to take. But SecureCare III's multi-pay options (5, 7, 10 or 15 years) can help you plan outside the box and bring LTC protection to more clients. Just like a single-pay policy, multi-pay offers:

- **Guaranteed premiums that will never increase and benefits that will never decrease**
- **Guaranteed cash indemnity LTC benefit**
- **Guaranteed death benefit**
- **Guaranteed reduced paid-up benefits[1]**
- **Three return of premium (ROP) options so clients can choose to maximize protecting their premium dollars or maximize leveraging them[2]**

These guarantees work well with multi-pay sales strategies. If a client can no longer afford to pay their premium, they can still get reduced paid-up coverage. Even better, the vesting schedule and inflation protection benefit (if elected) continue even if the client stops paying premiums.

6 SecureCare III multi-pay sales ideas

1. Help younger clients (ages 40-50) lock in their insurability when they're potentially at their healthiest and while they still have a working income. They can choose the premium mode (annually, semi-annually, quarterly or monthly) that works for them and pay with no modal factor.
2. SecureCare III's maximum payment age is 80 years old, which means clients ages 72-80 could use required minimum distributions as a funding source.
3. A health savings account (HSA) can be used to fund a portion of SecureCare III premiums and a multi-pay policy helps maximize this opportunity.

Ready to plan outside the box?

Call me for help closing your next LTC case:

Full name

Agency/firm name

Email address

Phone number

1. Reduced paid-up benefits refers to the reduced paid-up nonforfeiture benefit that purchases paid-up insurance in the event of premium lapse.
2. Upon surrender, the policy owner will receive the surrender value proceeds. The surrender value proceeds may not equal the sum of premiums paid. Surrenders are subject to the return of premium option selected and the premium vesting schedule (if applicable).

4. Talk to middle-market clients – stretching their payments out over the years and opting for a policy with LTC Boost as the ROP option may help them find an LTC solution that fits their budget.
5. Parents can minimally fund a multi-pay policy on behalf of adult children to help them get a jump start on LTC planning.
6. Married couples may not be able to afford two single-pay policies, but a multi-pay option may offer the flexibility needed to help put coverage within reach for each spouse.

Bonus point:

The commission for a multi-pay policy is the same as its single-pay equivalent.

Please keep in mind that the primary reason to purchase a life insurance product is the death benefit.

Guarantees are based on the claims paying ability of the issuing company.

Life insurance products contain fees, such as mortality and expense charges, and may contain restrictions, such as surrender periods.

SecureCare III may not be available in all states. Product features, including limitations and exclusions, may vary by state.

SecureCare III includes the Acceleration for Long-Term Care Agreement and Extension of Long-Term Care Agreement. These two agreements are tax qualified long-term care agreements that cover care such as nursing care, home and community-based care, and informal care as defined in the agreement. These agreements provide for the payment of a monthly benefit for qualified long-term care services. These agreements are intended to provide federally tax qualified long-term care insurance benefits under Section 7702B of the Internal Revenue Code, as amended. However, due to uncertainty in the tax law, benefits paid under these agreements may be taxable. Please ensure that your clients consult a tax advisor regarding long-term care benefit payments, or when taking a loan or withdrawal from a life insurance contract.

Additional agreements may be available. Agreements may be subject to additional costs and restrictions. Agreements may not be available in all states or may exist under a different name in various states and may not be available in combination with other agreements.

The death proceeds will be reduced by a long-term care or terminal illness benefit payment under this policy. Clients should consult a tax advisor regarding long-term care benefit payments, terminal illness benefit payments, or when taking a loan or withdrawal from a life insurance contract.

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