

Defining the Multi-Life Market

Prudential LTC3SM: Employer Sponsored Program (ESP)



FEATURE	Groups of 7+ (Simplified Underwriting Eligible)	Groups of 2-6 (Fully Underwritten)
ELIGIBLE GROUP SIZE	Groups of 7+ eligible employees of a business	Businesses with 2-6 participating employees
SPONSOR TYPE	Employer Only	Same
EMPLOYER ENDORSEMENT	The employer must support the program offering	Same
PROGRAM AVAILABILITY	All States except FL, HI, NC where LTC By Design is sold	Same
FORMS FOR APPROVAL	Case Approval Form, Employer Agreement and Census	Employer/Association Fact Sheet
CENSUS REQUIREMENTS	Required: Name, DOB, Job Class or Job Title, Marital Status	Not Required
INITIAL MINIMUM PARTICIPATION	<p>Group Size: 7-200 eligible employees: 7 employees must be issued.</p> <p>Group Size: 201 + employees: 4% of eligible employees must be issued.</p> <p>Spouses/Partners and other family members Do Not count towards meeting participation requirements.</p>	1 Employee
ELIGIBILITY	Eligible Employees must work at least 25 hours per week	Full and Part-time Employees
AGE LIMITATIONS	Ages 18-65 Simplified Underwriting (Full Underwriting for age 66-79)	Ages 18 - 79
ENROLLMENT PERIOD	Initial enrollment period is typically 60 days from the date the open enrollment begins	Open ended Enrollment
NEW HIRE ELIGIBILITY	<p>New hires must enroll within 30 days of their employment date to be eligible for simplified underwriting. Also, the group must maintain at least 7 insured employees under the plan in order for new hires to be offered simplified underwriting.</p> <p>Spouses/Partners must apply during the first 30 days of the employee's employment date. Otherwise, full underwriting required.</p>	Open Enrollment for New Hires
CASE DISCOUNT	5%	Same
PARTNER DISCOUNT	<p>15% additional Spousal/Partner discount when one Spouse/Partner is issued a policy</p> <p>30% Additional Spousal/Partner discount when both Spouses/Partners are issued</p> <p>(availability may vary by state)</p>	Same
DISCOUNT LIMIT	No Cap on Discounts	Same
<p>UNDERWRITING</p> <p>Eligible Employees <i>Voluntary or Employer Paid Plans</i></p> <p>Eligible Spouses/Partners</p> <p>Family Members <i>(Parents, Parents in-law, Grandparents, Grandparents in-law, Siblings, Aunts, Uncles, Children over 18)</i></p>	<p>Simplified Underwriting: Available for employees meeting the following requirements:</p> <ol style="list-style-type: none"> 1) Issue ages 18-65 2) Purchase within 60 day initial enrollment period 3) Benefit plan must be within allowed limits. 4) Must work min 25 hours per week <p>Simplified Underwriting: In addition to the above, Spouse/Partner must meet all of the below requirements:</p> <ol style="list-style-type: none"> 1) For Spouses/Partners to be eligible for simplified underwriting, the employer must choose to pay for one of the premium payment options below for all participating Spouses/Partners. <ol style="list-style-type: none"> A) 100% of premium for a core benefit or, B) 25% or more of total premium or, C) \$250 or more per year. 2) Must provide an affidavit or current pay stub proving actively-at-work status (minimum 25 hours per week) <p>Full Underwriting Only</p>	<p>Employees: Full Underwriting Only</p> <p>Spouse/Partner: Full Underwriting Only</p> <p>Full Underwriting Only</p>

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PREMIUM RISK CLASSES: Employees Spouses/Partners Family Members	Standard I ONLY - even if fully underwritten. Standard I ONLY - for simplified underwriting. Preferred: Available when ALL Spouses/Partners are fully underwritten; however, 5% group discount would be dropped. Preferred: Available with full underwriting; however, 5% group discount would be dropped.	All rate classes are available, including Preferred if they meet the underwriting criteria (All Employees, Spouses/Partners, extended family members). Preferred rates can be offered in combination with 5% ESP discount.
LTC3 BENEFITS AND OPTIONAL RIDERS	Simplified Underwriting \$50-\$300 Facility Daily Benefit 50%, 75%, 100% and 150%* Home Care Daily Benefit (HCDB) Voluntary or Employer Paid *150% HCDB available on plan designs with up to a \$200 FDB. Daily or Monthly reimbursement or Flex Cash Rider, Cash Benefit Riders available Benefit Period: 2, 3, 4, 5 or 6 Years Elimination Period: 60, 90, 120, 180 or 365 Days Built-In Calendar Day Elimination Period Built-In Cash Alternative Built-In Restoration of Benefits Shared Care - Optional Rider Survivor Waiver of Premium - Optional Rider Return of Premium Upon Death - Optional Rider Non-Forfeiture Benefit - Optional Rider Inflation Protection: None, Automatic Simple, Guaranteed Purchase Option, 3% Compound No Maximum, 5% Compound 2X Maximum, 5% Compound No Maximum (Availability subject to state approval) Premium Payment Options: Lifetime(Base Plan), 10 Years Paid Up, Paid Up At Age 65, Premium Reduction at Age 65 (Age restrictions apply and availability subject to state approval) Joint Waiver of Premium (available with full underwriting only)	Full Underwriting Only \$50-\$500 Facility Daily Benefit 50%, 75%, 100% and 150% Home Care Daily Benefit Daily or Monthly reimbursement or Flex Cash Rider and Cash Rider available Benefit Period: 2, 3, 4, 5, 6, 10 or Unlimited Years Elimination Period: 0*, 30, 60, 90, 120, 180 or 365 Days *Waiver of Elimination Period for Home Care option also available. Same Same Same Same Same Same Same Same Same
BUY-UP OPTIONS WITH FULL UNDERWRITING	Additional benefits may be selected pending full underwriting approval. Additional Options Include: 1) Joint Waiver of Premium 2) Waiver of Elimination Period for Home Care Rider 3) 150% Home Care with Daily Benefit above \$200 per day 4) 30 day elimination period 5) 10-year & lifetime benefit period	All features, options and benefits are available
BILLING OPTIONS	Direct Billing: Monthly EFT, Quarterly, Semi-Annual or Annual Modes List Billing: Monthly List Bill available. Minimum of 7 employees required. Spouses/Partners do not count towards meeting this minimum list billing requirement.	Direct Billing: Monthly EFT, Quarterly, Semi-Annual or Annual Modes

Note: The ESP Discounts are not available in combination with the Loyalty discount.

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Long Term Care Insurance issued by The Prudential Insurance Company of America, 751 Broad Street, Newark, NJ 07102