



Point32Health

Unum
Long-term Care Insurance

Presented by Christine Segat



Today's Agenda

1. Unum's Rate Increase
2. Rate Increase Timeline
3. The Need for Long Term Care
4. State Legislation
5. Next Steps



Unum Insurance Company



www.unum.com

Financial Ratings

A Standard
& Poor's

A Fitch's

A A.M. Best

A2 Moody's

Established in 1848

Began offering LTCi in 1989

A Fortune 500 Company

Rate Increase Timeline

1. Approved 51% increase will take effect on 1/1/2026.
2. Your official notice from Unum is due to arrive in early November. It includes your Schedule of Benefits with your rate from before the increase.

unum

SCHEDULE OF LONG TERM CARE BENEFITS
GROUP POLICYHOLDER NAME
PLAN NUMBER: 000000-0001

NAME _____ ID#: XXX-XX-0000
DOB: MM/DD/CCYY

Long Term Care Employee Coverage Effective February 1, 2010

Monthly Maximum - Facility	\$6,000
Monthly Maximum - Assisted Living Facility	\$3,600
Monthly Maximum - Professional Home Care	\$3,000
Lifetime Maximum	\$432,000
Compound Inflation	Yes

Monthly Cost.....\$145.20

TOTAL COST.....\$145.20

NOTE: The amounts shown are subject to the limitations and exclusions shown in the Schedule of Benefits and in your certificate.

If you have any questions concerning this letter, please call our toll-free Customer Service number, 1-800-227-4165

Unum Life Insurance Company of America, Portland, ME 04122
A1 - 16806 DATE: January 5, 2010

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Changing Your Coverage

If you are considering changes to your policy to lower your cost, **please call us ASAP** to understand your options.
If you do not elect changes to your policy before 1/1/2026, the new premium will automatically go into effect.

Sample Policy	Current Coverage	Option 1	Option 2
Monthly Benefit Amount on Original Effective date 11/1/2008	\$5,000	\$5,000	\$5,000
Current Monthly Benefit Amount as of 1/1/2025	\$10,914.37	\$10,914.37	\$10,914.37
Benefit Duration	6 years	6 years	3 years
Inflation Protection	5% Compound	None*	5% Compound
Current Monthly Premium	\$294.50	\$43.50	\$217.00
Monthly Premium as of 1/1/2026	\$426.50	\$63.00	\$327.50

*If the policyholder elects to remove compound inflation from their plan, they will retain the inflated benefit amount at the time they decrease coverage, and their new premium will be based on a plan without the inflation rider at their original issue age.

Increasing or Decreasing your Coverage

Forms Required	Decrease Coverage	Increase Coverage
Health Questionnaire (Evidence of Insurability)		
Insurance Application (Benefit Election Form)		
Request to Change Coverage		

Unum Plan Choices



Benefit Features	Available Plan Options
Monthly Benefit Amount <ul style="list-style-type: none">• Nursing Home Facility (100%)• Assisted Living Facility (100%)• Professional Home Care (100%)	\$1,000 to \$9,000 per month in \$1,000 increments
Benefit Duration	3 years, 6 years, or Lifetime
Inflation Protection	5% Compound
Elimination Period	90 days

Contingent Non-Forfeiture Benefit (CNF)

- As a result of the rate increase, if you choose to **cancel** your policy, you will receive a **residual benefit at the time you file a claim**.
- Residual benefit is worth the **greater of the total premiums paid or one facility month benefit**.
- The contingent non-forfeiture offering will **only be available from 1/1/2026 – 5/1/2026**.
- **Should you elect this feature, you have canceled your policy, and you will not have the option to reinstate your policy in the future.**

	Monthly Benefit Amount	Premiums Paid to Date	CNF Value
Person A	\$3,000	\$4,500	\$4,500
Person B	\$3,000	\$600	\$3,000

What is Long-Term Care?

We need Long-Term Care when *either* of these things are true:

We need assistance with these activities:



Eating



Dressing



Continence



Bathing



Toileting

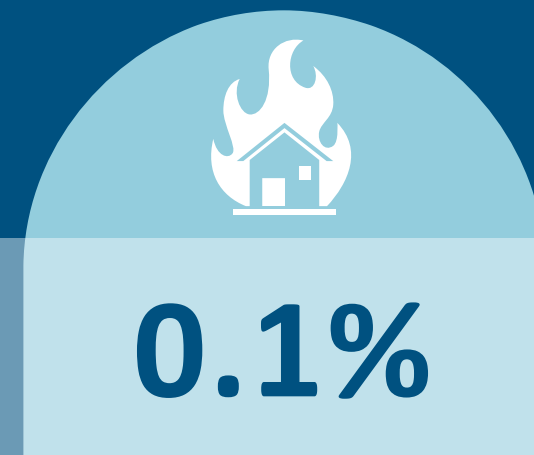


Transferring

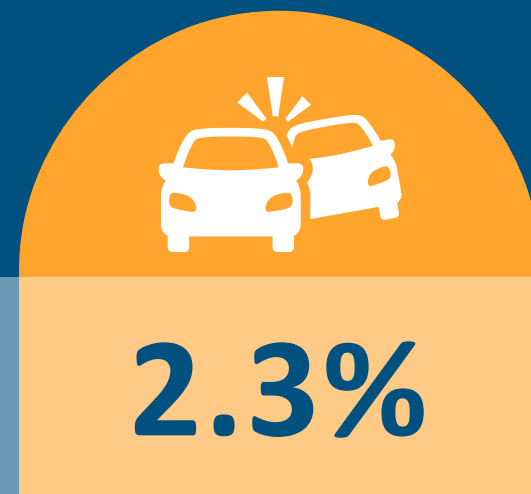
We need supervision because of a cognitive impairment



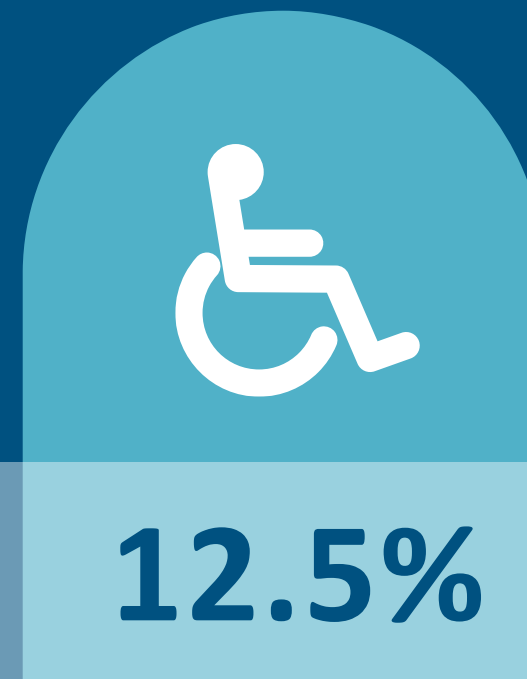
Will you need Long-Term Care?



House Fire



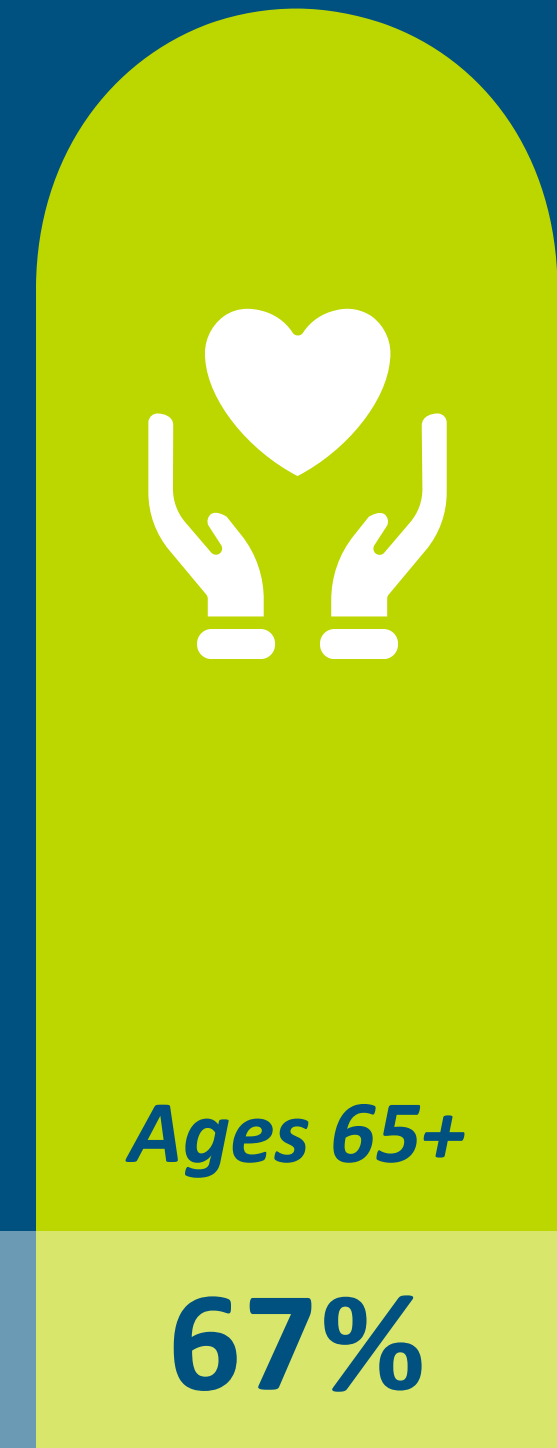
Auto Accident



Disability

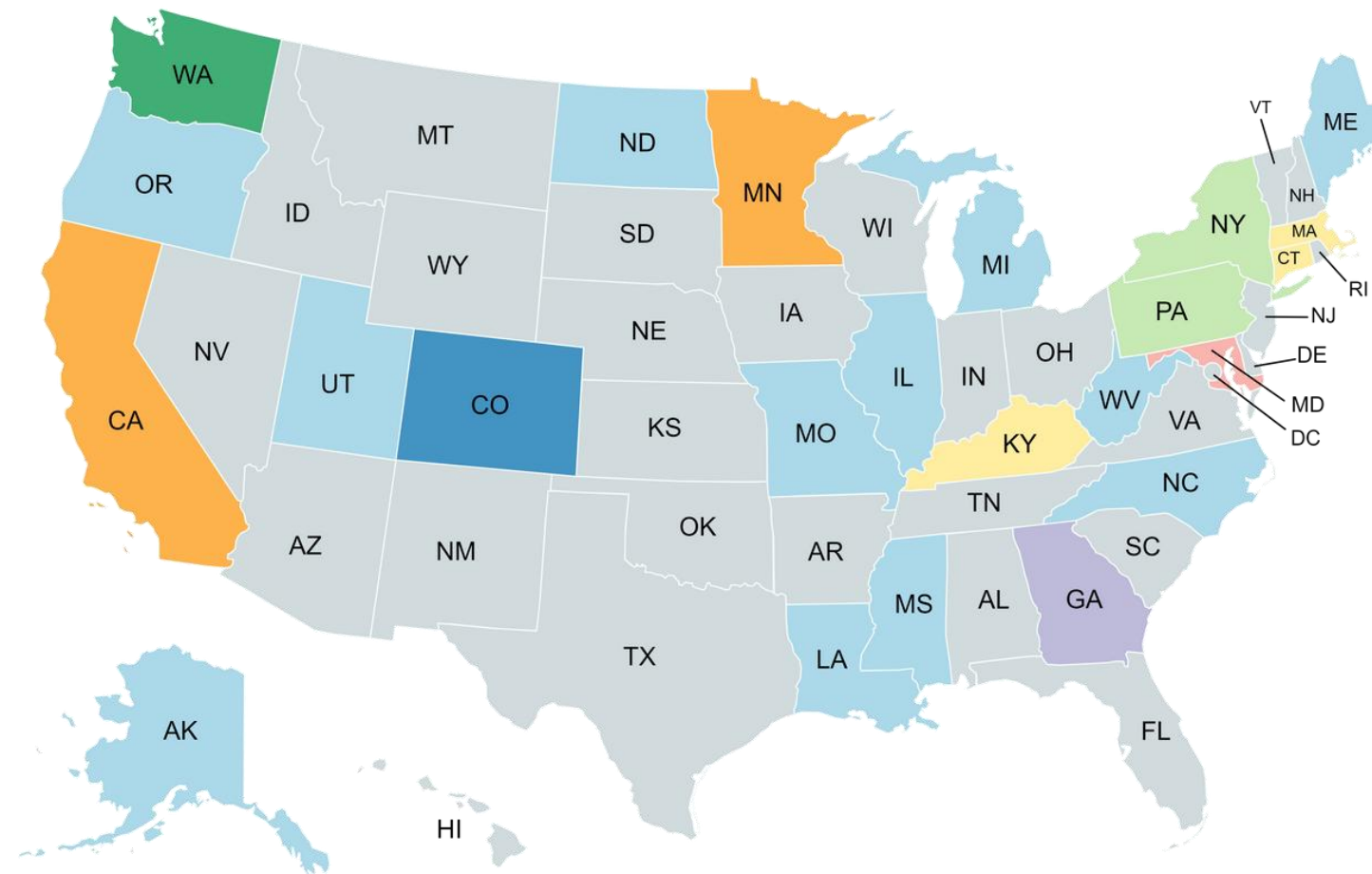


Long-Term Care



Long-Term Care Legislation

- LTC Actuary Study
- Law Passed
- Bill for Legislation
- Bill for LTC Study
- Bill for LTC Study Withdrawn
- Bill for LTC Study Expired
- Meeting on LTC
- Consideration



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➔ “LTC Legislation”

Reasons to Keep your Unum LTC Plan



Guaranteed Issue

The opportunity for Guaranteed Issue (no health questions) has expired. If you apply for an LTC plan in the future, you would be required to answer health questions, and your application may be denied.



Rates based on Issue Age

The younger you are, the lower your premiums are. Your rates are currently based on your initial issue age. If you apply for coverage in the future, your new policy would be re-rated at your older age.



Limited Individual LTC Plans

The number of insurance companies offering Individual LTC Plans is dwindling. If you apply for individual coverage in the future, you will be faced with limited options.

Reasons to Keep your Unum LTC Plan



Health Savings Account (HSA) Reimbursement

- LTC insurance is a post-tax deduction.
- Can use pre-tax HSA dollars to reimburse yourself for premiums paid for LTC insurance.
- “Qualified long-term care services and premiums paid for qualified long-term care insurance contracts.”
- In California and New Jersey, employee contributions to an HSA will be pre-tax for federal income purposes and after-tax for state income tax purposes. This means individuals do not reap the same tax-free benefits on their state income taxes as they do federally.

Federal Tax Deduction Limits (Per Person)

Attained Age in Tax Year	2025 Limitations on Premiums
Age 40 or Less	\$480
Age 41-50	\$900
Age 51-60	\$1,800
Age 61-70	\$4,810
Age 71 and Older	\$6,020

Reasons to Keep your Unum LTC Plan



Increasing Cost of Care

The cost of care is rising every year, due to increased demand, higher cost-of-living, and longer life-expectancy.



\$77,792
Home Care



\$70,800
Assisted Living



\$127,750
Nursing Home



Only Benefit that covers LTC

No other benefit covers Long-Term Care, not even health insurance, Medicare, or Long-Term Disability.



Health
Insurance



Medicare



Long-Term
Disability



Long-Term
Care
Insurance

Reasons to Keep your Unum LTC Plan



Avoid Medicaid Estate Recovery

Through the LTC Partnership Program, you can protect your estate if Medicaid pays for part of your LTC.

\$250,000
Home Value



\$150,000
recovered
by Medicaid
for LTC

\$100,000
to Estate

Online Benefits Guide

myltcguide.com/point32health

[What is Long Term Care?](#) [Rates + Plan](#) [Learning Center](#) [LTC Legislation](#) [For Policyholders](#) [Apply Now](#)

Point32Health

LTC Insurance, *the Missing Piece*
in your Financial Planning

Learn more about the LTC Benefit

✓

Guarantee Issue Until 9/19/2025

▼

☂

No Other Benefit Covers LTC

▼

🏠

Issue Age Rates

▼

Savings

LTC

401K

Home

Policyholder Resources

Select a carrier below to access policyholder services



Trustmark
benefits beyond benefits

Current Plan Offering
Eligible Class: All Benefit Eligible Employees →



unum®

Prior Plan | Closed to New Entrants
Current Policyholders Can Make Plan Changes →

Trustmark VS Unum Plan Comparison

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	Trustmark Plan	Unum Plan
How Benefits Are Received	<ul style="list-style-type: none"> • Life Insurance • Long-Term Care Insurance • Long-Term Care & Life Insurance 	<ul style="list-style-type: none"> • Long-Term Care Insurance
Eligibility and Underwriting	Employees and Spouses/Domestic Partners can enroll with Guarantee Issue – no health questions up to certain plan limits until 9/19/2025	<ul style="list-style-type: none"> • Plan is closed to new entrants • Current policyholders may elect changes to existing coverage
Benefit Amount Options	\$10,000 to \$150,000 life insurance	\$1,000 to \$9,000 monthly benefit amount, in \$1,000 increments
LTC Monthly Benefit	4% of life insurance face value per month up for Assisted Living, Nursing Home, and Professional Home Care 2% of life insurance value per month for Informal Home Care	100% of monthly benefit amount for Nursing Home, Assisted Living, and Home Care
LTC Benefit Duration	25 months for Assisted Living, Nursing Home, and Professional Home Care 50 months for Informal Home Care	3 years, 6 years, or Lifetime

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Last Day to Make Changes

12/1/2025



LTCiBenefitsTeam@ltc-solutions.com



877.286.2852

This provides a brief description of your benefits and is not a contract. Benefits, exclusions, and limitations may vary by state, or may be named differently. Please consult your policy for complete information. A complete policy illustration will be delivered with your policy or certificate.

*“The future belongs to those who
prepare for it.”*

~ Ralph Waldo Emerson

Appendix

Unum LTC Rate Increase FAQ

Item	Question
1.	Why is Unum implementing a rate increase?
2.	Is the increase specific to my employer's group plan?
3.	I thought my rates were guaranteed?
4.	My employer is headquartered in MA, but I live in another state. What does this mean for my rate increase?
5.	Will there be another increase in the future?
6.	Where does it say that rates can go up in the contract?
7.	Why is my employer keeping Unum?
8.	Have other insurance carriers raised their rates?
9.	What are my options?
10.	What is Contingent Non-forfeiture (CNF)?
11.	Should I cancel this coverage or keep it?
12.	What happens to all the money I have paid in if I cancel coverage?
13.	How long will I have to decide what to do?
14.	How long do I have to make any coverage changes before the effective date of the increase?

Unum LTC Rate Increase FAQ

1.	Why is Unum implementing a rate increase? <ul style="list-style-type: none">Due to a number of factors that impact pricing of long-term care insurance, including persistency (more people are keeping policies than expected), claims trends (claims are longer and more severe than anticipated), and mortality/morbidity (people are living longer, even with illness, due to medical advances).LTC Insurance started in the 1980s and pricing has historically been based on projected claims experience. As policies continue to mature and carriers are able to collect actual claims experience data, many of them are having to increase prices to ensure that they will have enough in reserves to be able to pay claims in the future.The rate increase will help Unum ensure that they have enough in reserves to pay claims in the future.While the economic environment is not being cited as a reason for the increase, we do know that the industry as a whole has been affected by the low interest rate environment.
2.	Is the increase specific to my employer's group plan? <ul style="list-style-type: none">No. It is not specific to policyholders or employer groups based on age, health, etc. As a guaranteed renewable insurance product, the rates for an entire class of policyholders can increase if necessary to ensure future claims obligations can be met. A change in pricing on a class basis must be actuarially justified.The rate increase can vary by state, depending on what each state's insurance commissioner approves (if state requires review and approval).
3.	I thought my rates were guaranteed? <ul style="list-style-type: none">All LTC insurance carriers have the right to raise rates on existing policies. Any rate increase must be approved by the state insurance commissioner and cannot be for a specific individual or group but rather for an entire class. A company's requested rate must be reasonable in relation to the benefit it provides. If the information the company files doesn't support this, the insurance commissioner can ask for more information, approve a lesser rate, or reject an increase.LTCI is a guaranteed renewable product, which means your rates will never increase because of your health or as you age. However, the rates for an entire class of customers can increase to ensure future claims obligations can be met.
4.	My employer is headquartered in MA, but I live in another state. What does this mean for my rate increase? <ul style="list-style-type: none">Rate increases are based on the state where the employer is headquartered; regardless of the state of residence of individual employees. In this example, your rate increase would be based on the state of MA.
5.	Will there be another increase in the future? <ul style="list-style-type: none">It is possible that future increases may be needed and we do anticipate Unum filing and implementing future increases.Rate increases must be filed and approved by the state insurance commissioner before they can take effect (if state requires review and approval). The insurance commissioner must agree that a rate increase is necessary, and appropriate for the risk being covered.
6.	Where does it say that rates can go up in the contract? <ul style="list-style-type: none">In the "Premiums" section of the policy booklet, there is a disclaimer that Unum has the right to adjust pricing.
7.	Why is my employer keeping Unum? <ul style="list-style-type: none">In response to Unum's announcement, LTC Solutions has worked with your employer to evaluate your current plan and compare it to other plans available in the marketplace. We have found that even after the rate increase the Unum plan remains competitive in price and plan design, compared to both leading individual and group LTCI plans.
8.	Have other insurance carriers raised their rates? <ul style="list-style-type: none">Yes. Most of LTCI carriers have raised rates. The actuarial and claims trends that Unum has experienced have been experienced by all LTCI carriers.

Unum LTC Rate Increase FAQ

9. What are my options?

- There are defined plan options that may be available to you under the group policy from which you obtained your current coverage. We encourage you to contact LTC Solutions, Inc. at 877-286-2852 or LTCiBenefitsTeam@ltsolutions.com prior to changing your coverage.
 - Maintain Your Coverage** | No action is required by you; the new premium will automatically become effective on the rate increase effective date.
 - Decrease Your Coverage** | To decrease your coverage, please complete a *Request to Change Coverage* form. Additional state-required forms may also need to be completed.
 - Cancel Your Coverage and elect Contingent Non-forfeiture (CNF)** | If you choose to cancel your coverage in response to the rate increase within the first 120 days following the rate increase effective date, you may request CNF, which means that your current Lifetime Maximum benefit will be reduced to the greater of the total premium paid into the policy for your coverage or one Facility monthly benefit amount. By electing CNF, you are cancelling your coverage, and should you elect this feature, you will not have the option to reinstate your plan in the future.

10. What is Contingent Non-forfeiture (CNF)?

- Contingent Non-forfeiture (CNF) is a benefit that Unum is offering due to the rate increase. If you choose to cancel your coverage within the first 120 days following the rate increase effective date, you may request CNF, which means that your current Lifetime Maximum benefit will be reduced to the greater of the total premium paid into the policy for your coverage or one Facility monthly benefit amount.
- By electing CNF, you are cancelling your coverage, and should you elect this feature, you will not have the option to reinstate your plan in the future.
- CNF must be requested by submitting the appropriate form within 120 days of the rate increase effective date.

11. Should I cancel this coverage or keep it?

- Cancellation of LTC insurance requires careful consideration, including the following:
 - You may not be able to obtain coverage in the future due to your health at the time of application.
 - If you purchase a new policy in the future, you will be re-rated at your newly attained age.
 - Cancelling coverage will mean losing any inflation that has accrued on your current plan.

12. What happens to all the money I have paid in if I cancel coverage?

- You may exercise the Contingent Non-forfeiture benefit within 120 days of the rate increase effective date (see number 10 for more detail).
- LTCI is much like car or health insurance; you pay premiums for the month to be covered for the month. The premiums you pay do not go toward your pool of benefits.
- Your full pool of benefits is available to you on the effective date of your policy; regardless of how much you have paid in total premiums.

13. How long will I have to decide what to do?

- Policyholders will be provided with a detailed letter at least 60 days before the rate increase takes effect. At that time, you will be given the option to accept the increase, reduce coverage or cancel coverage and use Contingent Non-forfeiture (see number 10 for more detail).
- Reductions in coverage may occur at any time.
- Updated rates will be available from Unum approximately 60 days before the rate increase takes place. Until then, LTC Solutions is glad to assist in calculating what the anticipated rate increase will look like.

14. How long do I have to make any coverage changes before the effective date of the increase?

- Any requests to change coverage should be received at least 30 days in advance of the effective date of the increase.
- If you choose to elect Contingent Non-forfeiture (CNF) you must do so within the first 120 days following the rate increase effective date (see number 10 for more detail).

Unum Underwriting

Guaranteed Issue (GI)

1. Do you have another long-term care insurance policy in force, including health care service contract, or health maintenance organization contract?
2. Did you have another long-term care insurance policy in force during the past 12 months? If yes, with which company? If it has lapsed, when did it lapse?
3. Are you covered by Medicaid (not Medicare)?
4. Do you intend to replace any long-term care, medical, or health coverage with this rider? If yes, indicate type of coverage and name of company.

Tier 1 Issue (In addition to GI)

5. Have you tested positive for the Human Immunodeficiency Virus (HIV) or its antibodies, or been diagnosed with or received treatment by a member of the medical profession for Acquired Immune Deficiency Syndrome (AIDS)?
6. Within the past 12 months, have you been admitted to a hospital or missed 5 or more consecutive days of work for any reason other than vacation, colds, flu, pregnancy, accidents, allergies, back or knee disorder?
7. Has the child or grandchild applicant ever been diagnosed with or treated by a member of the medical profession for Down's syndrome, cerebral palsy, muscular dystrophy, or cystic fibrosis?

Tier 2 Issue (In addition to GI and Tier 1)

8. Provide height and weight
9. Have you ever been diagnosed by or received medical advice from a member of the medical profession, sought treatment including surgery, or taken medication for any of the following:
 - Cirrhosis of the liver or hepatitis (excluding hepatitis A)
 - Kidney disease or failure (excluding kidney stones, sponge, horseshoe, or ectopic kidney and kidney removal due to trauma)
 - Atrial fibrillation, angina, heart attack, coronary artery disease or surgery on the heart of heart valve(s)
 - Congestive heart failure or cardiomyopathy
 - Stroke or transient ischemic attack (TIA)
 - Peripheral Vascular Disease
 - Cancer (excluding basal cell carcinoma)
 - Any condition requiring an organ transplant (excluding corneal)
 - Diabetes (excluding gestational or diet controlled)
 - Chronic obstructive pulmonary disease (COPD), emphysema or chronic lung disease (excluding asthma)
10. In the past 5 years, have you been diagnosed by or received medical advice from a member of the medical profession, sought treatment including surgery, or taken medication for any of the following:
 - Multiple Sclerosis
 - Muscular Dystrophy
 - Parkinson's Disease
 - ALS or Lou Gehrig's
 - Huntington's Disease
 - Schizophrenia
 - Psychosis
 - Bipolar Disorder
 - PTSD
 - Crohn's Disease or Ulcerative Colitis
 - Systemic Lupus or Connective Tissue Disorder
11. In the past 2 years, have you:
 - Pled guilty or no contest or been convicted of a felony or misdemeanor
 - Been charged with operating a motor vehicle under the influence of drugs and/or alcohol

Disclaimer: The underwriting questions within this proposal are for illustrative purposes only. The number of underwriting questions and the questions themselves can vary depending upon the state-specific application.