

## Universal Life with LTC Q&A

**Q. Does this product allow you to maintain any level of LTC benefit if one should leave/retire and no longer wants to pay premium? Or will any accumulated monies be drawn down to pay the premium, ultimately leaving you without any benefit?**

This policy is completely portable - meaning that if you leave employment for any reason, you can take this policy with you with no change to premium or policy features. Trustmark will send you an ACH form to set up monthly automatic withdrawals within 7-10 business days from your employment termination being reported. You will have 5 days to return the ACH form.

If an employee terminates coverage or elects to surrender their policy, they would receive the cash value. Alternatively, they could stop paying premiums and use the remaining cash value to fund the policy as long as possible, in which case they would continue to have coverage until the cash value is depleted and the policy lapses. There is no LTC benefit once the policy is surrendered or the cash value equals zero.

**Q. Is there a "paid up" option after termination of employment so that one doesn't need to continue to pay premiums forever?**

No. If an employee terminates coverage or elects to surrender their policy, they would receive the cash value. Alternatively, they could stop paying premiums and use the remaining cash value to fund the policy for as long as possible, in which case they would continue to have coverage until the cash value is depleted and the policy lapses.

**Q. Are premiums pre-tax?**

Life + LTC premiums are paid on a post-tax basis.

**Q. What's the PIN again?**

The Trustmark login PIN = the last 4 digits of your EEID + your full birth year.  
Example:  
EEID = 123456  
DOB = 1995  
PIN = 34561995

**Q. Can spouses be covered as well or only MMA East employees?**

Yes, spouses can apply up to \$300,000 (policy face value) with Simplified Issue Underwriting (5 Health Questions asked during the application).

**Q. Can you get over \$300K coverage if you go through full underwriting?**

No, \$300,00 face value is the maximum policy limit. However, due to the Extension of Benefits rider built into this policy, you will have DOUBLE the face value available for qualified LTC expenses. A \$300,000 policy is worth up to \$600,000 in LTC payout....plus a guaranteed death benefit for your beneficiaries in addition to the LTC payout.

<b>Q. Is there a way to see your rates for coverage without filling out the application? And will this offset other LTC policies?</b>	You can view your customized premium rates in the online application, without having to submit the application. LTC Solutions also offers customized rate quotes and 1:1 Benefit Consultations - you can schedule an appointment by visiting your Benefit Guide at <a href="http://www.myltcguide.com/mmaeast">www.myltcguide.com/mmaeast</a> and selecting 'Schedule Consultation' in the top right corner. The LTC benefits are independent of any other policies owned and will not be impacted if you own other LTC policies.
<b>Q. Is there no simple interest or compound interest rider? Are your portable rates based on date of issue or attained age?</b>	Your policy premiums are portable based on your issue age (age on the effective date 4/1/2023).  The Trustmark Life + LTC policy offers an EZ Value option at no additional cost that allows your policy to grow over time without the need to apply for increased coverage or go through medical underwriting. On each of the first 5 anniversaries of your policy effective date, your premiums will increase by \$52/year - and your policy face value will also increase based on the coverage amount purchased by that \$52 premium increase (at your attained age). Trustmark mails an annual letter to insureds 90 days prior to the anniversary date. Insured has 14 days after the anniversary date to contact Trustmark to cancel the increase in benefit. When cancelling the EZ Value benefit all future increase options are forfeited.
<b>Q. Will this presentation be available to watch later?</b>	The recorded presentation is available on the Webinar page of your Benefit Guide <a href="http://www.myltcguide.com/mmaeast">www.myltcguide.com/mmaeast</a>
<b>Q If you are not approved for 175k or higher, can you elect the no -GI amount plan?</b>	Employees have Guaranteed Issue up to \$125,000 face value - if you apply above that amount and are declined for the "Above Guaranteed Issue Coverage" you will be automatically issued a policy of \$125,000. There is no Guaranteed Issue for spouses - all spouses must go through underwriting approval for policy issue.
<b>Q. For the pre-existing condition piece - if you have pre-existing conditions but don't have a claim within the first 6 months, would they be covered down the road?</b>	Exclusions for pre-existing conditions only apply to losses that begin within the first 6 months after the application date.
<b>Q. Is there any geographic limitation tied to the plan that limits you to obtain care in certain states?</b>	Long Term Care benefit will only pay for care received in the U.S. and Canada; this does not include U.S. Territories. Death benefit will be paid in U.S. Dollars, regardless of where they reside prior to passing away.
<b>Q. To get specific quotes for amounts would I have to submit an application?</b>	LTC Solutions offers customized rate quotes and 1:1 Benefit Consultations. You can schedule an appointment by visiting your Benefit Guide at <a href="http://www.myltcguide.com/mmaeast">www.myltcguide.com/mmaeast</a> and selecting 'Schedule Consultation' in the top right corner.
<b>Q. Is this only available to employees and spouses? Can this be purchased with the insured being the parents of an MMA employee?</b>	The Trustmark Life + LTC benefit up to \$300,000 face value policy is only available to Employees and spouses. Parents of employees are not eligible.
<b>Q. Are Long Covid symptoms considered a pre-existing condition?</b>	Yes, they can be considered a pre-existing condition if they meet the definition of a pre-existing condition.
<b>Q. Is GI available to spouses or only the Modified GI (175k) and simplified (300k)?</b>	Guaranteed Issue is NOT available to spouses. Spouses can apply coverage up to \$15,000 (or the amount that \$3 premium per week will purchase) with Modified Guarantee Issue (2 Health Questions) or up to \$300,000 with Simplified Issue (5 Health Questions).

<b>Q. Can you speak to how this benefit would work with any government mandated LTC - Washington Cares Act</b>	The LTC benefits do not coordinate with any state benefit. The benefits will be paid if you qualify for them under the terms of your policy
<b>Q. Is there a maximum age (cancellation)?</b>	<p>The Trustmark Life + LTC policy is designed to mature at age 100 and will pay out the cash value of the policy (minus any loans taken on the policy) at that time.</p> <p>Universal life and the premiums are flexible. Per the policyholder's illustration provided to you by Trustmark, under current assumptions premiums are designed to carry the coverage to age 100. If interest rates fluctuate, you may need to maintain your policy with a higher premium than the one you paid or coverage may expire prior to age 100, even if the premium shown is paid as scheduled. A policy illustration will be delivered with your policy. Your policy will contain complete information.</p>
<b>Q. Are the pre-existing condition questions six months previous to April 1 or date of application?</b>	Pre-existing condition means a sickness or injury within the 6 months immediately prior to the Effective Date (4/1/2023). A Pre-existing condition is a sickness or injury for which medical care, diagnosis, or advice was received or recommended; or the existence of symptoms which would have caused an ordinarily prudent person to seek medical care, treatment, diagnosis, or advice.
<b>Q. After 50 months - what is covered for someone over age 65?</b>	Employees/Spouses who were issued policies between the ages of 18-70 will receive up to 50 months of LTC payout (for qualified expenses) regardless of the age at time of LTC claims payout. There is also a guaranteed death benefit for your beneficiaries regardless of how much you may have used for LTC.
<b>Q. What is the percentage that goes towards LTC?</b>	The LTC rider (Acceleration of Death Benefit for Long Term Care) is available for applicants ages 18-70 (as of effective date). Designed to accelerate Death Benefit at 4% per month for up to 50 months to pay for long-term care in an assisted living or long-term care facility, or home health care and/or adult day care.
<b>Q. Are you able to distribute the rate sheets?</b>	Trustmark does not disburse the rate detail other than what is reviewed at time of application.
<b>Q. The first question - saying have you seen a physician in the last 6 mos. for anything other than a flu/cold...that leads me to believe if you have, additional info would be required and would go through underwriting, correct? So, there's a chance you may not get approved?</b>	Answering 'Yes' to the Modified Guaranteed Issue Health Questions will prompt you to provide additional information and will also then require you to complete all 5 Simplified Issue Health Questions. You may be declined for coverage amounts that require underwriting review. Eligible employees who are declined for coverage above \$125,000 will still be issued a policy at the Guaranteed Issue amount of \$125,000.
<b>Q. Is the maximum age of 70 for coverage or ability to purchase? I was interested in maximum age for coverage.</b>	The Trustmark Life + LTC policy is only available for applicants up to age 70. Applicants over the age of 70 can apply for a Life policy but this will not have an LTC benefit payout.
<b>Q. Does both the LTC and the Life component end at age 70, or just the Life insurance?</b>	<p>For policyholders issued policies at ages 18-70 (as of effective date), the LTC rider and the Death Benefit are active throughout the life of the policy, regardless of the age of the policyholder at the time of LTC claim or death.</p> <p>Example: John Doe is issued a Life + LTC policy at age 70. At age 80 John Doe qualifies for Long Term Care services, satisfies his elimination period of 90 days, and will receive up to 50 months of LTC payout. John Doe passes away at age 90 - his beneficiaries will receive a death benefit payout. (Universal Life Events has a death</p>

benefit reduction to 1/3 the original amount at the latter age of 70 or the beginning of the 15th policy year.

<b>Q. Could you provide an ez value example for a \$12,000 benefit?</b>	The specific rates for EZ value are customized for each applicant based on their age and tobacco status. The online application provides an illustration of the EZ Value Accumulated Benefit based on the initial coverage amount selected.
<b>Q. Are the Extension of benefits, EZ Value and Restoration of Benefits options available on all benefit amount options?</b>	Extension of Benefits, Restoration of Benefits are built in to all Employee/Spouse policies issued at ages 18-70 (as of effective date). The EZ Value is an optional benefit. Policies have a maximum face value of \$300,000 so the EZ Value accumulation will be limited for policies with initial coverage amounts above \$274,000.
<b>Q. Can the ez policy be stopped before 5 years  without affecting anything?</b>	Trustmark mails an annual letter to insureds 90 days prior to the anniversary date. Insured has 14 days after the anniversary date to contact Trustmark to cancel this rider. When cancelling the EZ Value rider, all future increase options are forfeited.
<b>Q. Modified GI - Surgery and/or yearly office visits in last 6 months, do I have a place to supply details?</b>	Answering 'Yes' to the Modified Guaranteed Issue Health Questions will prompt you to provide additional information, and will also then require you to complete all 5 Simplified Issue Health Questions. You may be declined for coverage amounts that require underwriting review. Eligible employees who are declined for coverage above \$125,000 will still be issued a policy at the Guaranteed Issue amount of \$125,000.
<b>Q. Is it a bucket of money, ie \$12,000 month x 50 months = \$600,000 LTC benefit. Can the 50 months be extended if a less expensive facility is chosen?</b>	No, the 50-month extended LTC payout cannot be extended. The LTC benefit payout is provided as an "indemnity" payout - meaning that once you are approved and on LTC claim you will get the full benefit amount paid to you regardless of your actual LTC expenses. You can use your LTC payout to pay for current expenses or to save toward future expenses.
<b>Q. How does the Extension of Benefits work?</b>	<p>Extends LTC benefits up to 25 months, allowing the insured to receive LTC benefits for a total of up to 50 months.</p> <p>Care must be received continuously during the Extension period. Once care ends, the remainder of the Extension benefit is forfeited.</p> <p>The rider ends when;</p> <ol style="list-style-type: none"><li>1) the maximum benefit has been paid or</li><li>2) when the insured no longer meets the conditions for eligibility or</li><li>3) the end of 30 consecutive days during which benefits are not payable</li></ol>
<b>Q. Is LTC insurance taken by any in-home care or outside facility?</b>	The benefit is an indemnity benefit that is paid to the insured. You do not need the provider of LTC services to take the insurance coverage from you.

**Q. If I purchase the policy today and need the LTC benefits at age 75 will they be payable?**

For policyholders issued policies at ages 18-70 (as of effective date), the LTC rider and the Death Benefit are active throughout the life of the policy, regardless of the age of the policyholder at the time of LTC claim or death.

Example: John Doe is issued a Life + LTC policy at age 70. At age 80 John Doe qualifies for Long Term Care services, satisfies his elimination period of 90 days, and will receive up to 50 months of LTC payout. John Doe passes away at age 90 - his beneficiaries will receive a death benefit payout. (Universal Life Events has a death benefit reduction to 1/3 the original amount at the latter age of 70 or the beginning of the 15th policy year.

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