

*Wondering if long-term care insurance
is right for you or your family member?*

**Here are answers
to commonly asked questions.**

Use this to help you in your decision-making.

What does MetLife mean when they talk about your “total amount of benefit dollars?”

It's a fairly simple concept once you understand the basic workings of long-term care insurance. When we say your plan will provide you with a “total amount of benefit dollars” to use for your long-term care expenses, we mean that you have a certain sum of funds available to use for your long-term care expenses.

Here's how it works:

“Total Lifetime Benefit.” This is the total dollar amount of benefits the plan you select will provide. If you divide your Daily Benefit Amount into your “total amount of benefit dollars,” you'll get the minimum length of time your coverage will last. If you receive less than the daily benefit amount your coverage will last a longer period of time.

“Daily Benefit Amount” (DBA). The plan you select has a specific DBA, which is the maximum amount your plan will pay for covered long-term care services in any one given day. Some types of services are reimbursed up to 100% of the DBA and some at a lower level. If the benefit you receive for a given day is less than your DBA, the difference would be reserved for you to use another time. (You wouldn't “lose” your money.) If your care for a given day costs *more* than the maximum percentage of the DBA payable, then your plan would pay that maximum amount and you would pay the remaining cost yourself.

Duration of coverage. The plan you select has a specific “length” of time that tells you how long your total amount of benefit dollars for covered services will last if the plan paid the full DBA each day. So for example, if your plan paid \$100 each day and your “total amount of benefit dollars” was \$150,000, then your coverage would last for 1,500 days (over 4 years).

(See other side)

More Facts

about long-term care*

- ◆ The total national cost of long-term care services is projected to more than quadruple by 2030:

Assistance by a home health aide, which could now cost close to \$16,000 per year at five visits per week, is projected to cost \$68,000 per year.

Nursing home care will cost \$190,600 per year.

- ◆ When a family member has to leave the workplace to care for a loved one, they typically lose about \$109 per day in lost wages and health benefits.
- ◆ More than 70 percent of policyholders now receiving benefits report that their long-term care insurance policy pays all of the costs of the services they need.

**Source: The American Council of Life Insurers Study, “Can Aging Baby Boomers Avoid the Nursing Home?”, March 2000, pages 15, 16, 18.*

**If you have your own questions,
Call one of our Long-Term Care
Insurance Experts at MetLife.**

1-800-438-6388

Professional counselors are available by phone to answer questions and assist with decision-making Monday - Thursday, 8 a.m. to 10 p.m., Friday 8 a.m. to 9 p.m., Saturday 9 a.m. to 4:30 p.m., Eastern Time.
Hearing impaired with TDD, call 1-800-638-1004.

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Is buying long-term care insurance different from (or better than) using my own savings?

Why or why not?

How you plan for (and pay for) long-term care expenses is a personal decision. If you're trying to figure out which way might cost you the least in the long run, you'll want to look at how much you might need to invest in order to have enough money set aside.

If you choose to use your savings for your long-term care expenses, then you need to plan and save aggressively, starting now. The one big downside to this do-it-yourself approach is that you won't know for certain when you might need care. It could be far off or around the corner. So if you decide to pay for care yourself, you need to be willing to take the risk that you wouldn't need the care until you have enough money saved to pay for it.

If you choose to buy insurance, then you'll pay a relatively small amount each month and have coverage whenever you might need it.

Here's a simple "investment" example:

Do-it-yourself: Let's say you invested \$45 a month for 20 years at a compounded rate of return of 8%. At the end of 20 years, you'd have \$26,683 saved up to spend on long-term care. That's it.

Buy insurance: Now let's say you took that same \$45 and used it to pay premiums for an LTC insurance plan with a Total Lifetime Benefit of \$182,500. If you paid that premium for 20 years, you would have "invested" a total of \$10,800 and you would have \$182,500 to pay for the costs of long-term care.

Are there any advantages to buying the group insurance plan vs. buying a long-term care policy on my own?

Yes, there are:

- ◆ The MetLife plan is a group plan with group rates.
- ◆ Depending on how soon you enroll, you may be entitled to acceptance into the plan without proof of good health.
- ◆ You have access to Long-Term Care Insurance Experts by phone, to discuss your questions and receive guidance.

All at your convenience.

The MetLife Long-Term Care Insurance Plan offers several choices of coverage amounts. How does a person decide which is the "right" amount?

For a guideline, look in your Plan Proposal for the national average cost of care or call one of our Long-Term Care Insurance Experts for the cost of care in your area. For many people, the plan that most closely matches the expected cost is the "right amount." Keep in mind that the cost of long-term care may vary from state to state and region to region. The cost of care in your local area could be much higher or even lower than the national average. And also keep in mind that no one says you must buy the maximum amount of insurance available to you. Some people plan to rely on their savings to pay for part of their long-term care and buy a smaller amount of insurance.

Some people say, "I'm counting on my wife (or husband) and children to take care of me." If that's true, why would I need (or want) long-term care insurance?

The most loving and loyal of family members may not be available or able to provide the kind of care you could need. What if your spouse were also ill? (What if you're not married?) What if your children live far away or work? These days, more families are scattered around the country and in many cases, children hold full-time jobs. That could make it difficult for them to provide dedicated care for their parents. Long-term care insurance is one way to help make sure you have the resources to pay for long-term care by professional caregivers.

What's the "right age" to buy LTC insurance? When do most people buy it?

There is no "right" age. You might keep in mind however that rates are based on your age on the date your coverage becomes effective; the younger you are, the lower your rate will be. Buying later in life doesn't *just* mean you will pay a higher monthly premium. In the majority of cases, it also means you'll spend more in total premiums, too.

You can prove this to yourself by doing the math based on your age/rates:*

Calculate the total cost of coverage

- 1 Take your current age and subtract it from 80 : _____
- 2 Multiply that by the annual rate for your current age: _____
(This is your total cost of coverage.)
- 3 Next take your age five years from now and subtract it from 80: _____
- 4 Multiply that by the annual rate for your age five years from now.
- 5 Look at the difference — you would pay less in total premiums by buying earlier, right?

* The exercise assumes premiums remain constant and are paid to age 80.

MetLife long-term care plans are guaranteed renewable. Coverage cannot be cancelled due to your individual age or a change in your health. Premiums may only be raised as a result of an increase made on a class-wide basis. Like most group long-term care insurance policies, MetLife group policies contain certain exclusions, waiting periods, reductions of benefits, limitations and terms for keeping them in force. For information about costs and complete details, call MetLife at 1-800-438-6388.