

EssentialLTC

a National Guardian Life Insurance Company Product

Long Term Care
Insurance Coverage

Designed Around Your Needs



Phone: (888) 505-2332 | www.ngl-essentialtcc.com

A Long Term Care insurance policy explains a policy's coverage, limitations and exclusions, along with what a policyholder must do to keep the policy active and what might cause the policy to be discontinued. Please weigh any associated costs before purchasing. Consideration should be taken on whether this product is suitable for your long term care needs. This policy is intended to be federally tax-qualified (as defined by the Internal Revenue Code of 1986, §7702B(b)); you should consult with your attorney, accountant, or tax advisor regarding the tax implications of purchasing this Long Term Care insurance. For more information on policy costs and details of coverage, please contact your licensed insurance representative.

National Guardian Life Insurance Company is not affiliated with The Guardian Life Insurance Company of America a.k.a. The Guardian or Guardian Life.

WHAT YOU'LL FIND INSIDE

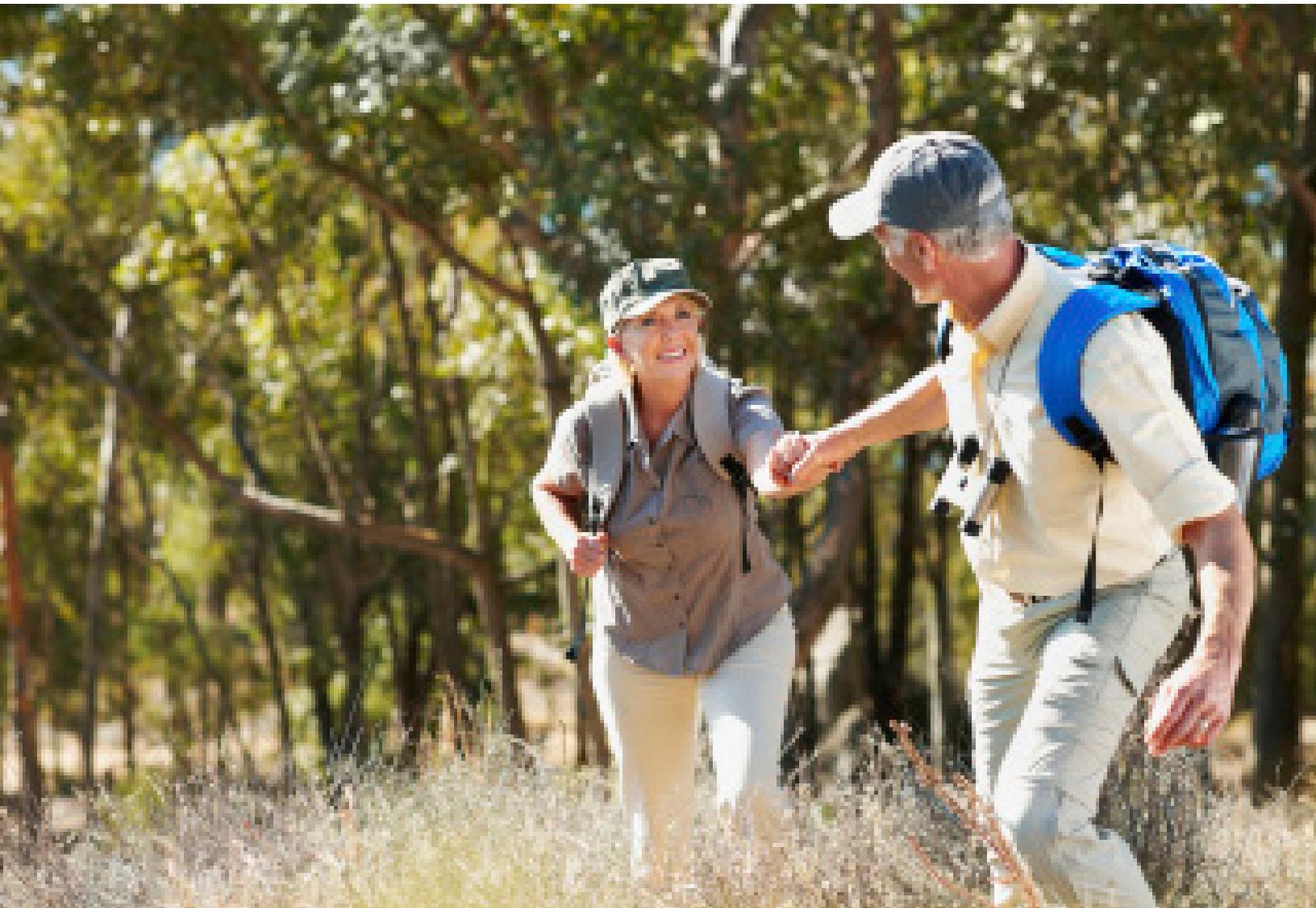
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Why Long Term Care Planning is an Important Topic

Most of us can expect to need long term care as we grow older. We may suffer from a disabling accident, chronic illness or simply grow old enough to be unable to care for ourselves. Long Term Care insurance is just one way to pay for the cost of care. Many Americans use this type of insurance as a way to cover future long term care costs, protect their assets and their families.

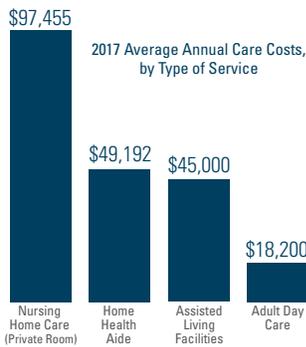
Costs | Assets/Income | Family ▶



Costs

Long term care can be expensive and the costs are expected to rise even higher. With medical and technological advances, we are living better, healthier and longer lives. It is because of this longevity that we might need someone to help take care of us later in life. Living a long life has become a reality. Planning for it has become a necessity.

Long Term Care Costs Can Exceed Income



SOURCE: Association for Long Term Care Planning, 2017 <http://www.altcp.org/long-term-care-information/long-term-care-cost/>

Assets

Some people think they'll need less income in retirement because their children would be grown and the mortgage might be paid off. But they find out that, in reality, they want or need to spend about as much as they always did - except that now it's on different things, including long term care costs.

It is important for you to protect your assets and income to be able to pay for unexpected costs - like long term care.

Assets provide income. Income provides the lifestyle we desire. Protect your assets and income with Long Term Care insurance.

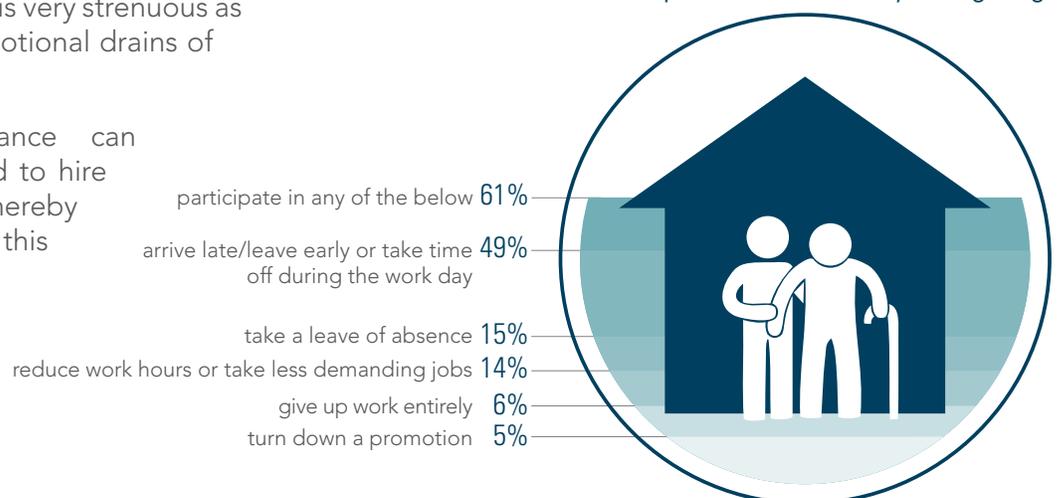
Family

Family caregiver or Informal caregiver are terms used to refer to unpaid individuals such as family members, friends, partners and neighbors who provide assistance and care. These persons can be primary (the person who spends the most time helping) or secondary caregivers, full time or part time, and can live with the person being cared for or live separately. Family caregivers work hard to provide what their family members need, often at high costs; financially in terms of lost wages, physically as providing care is very strenuous as well as dealing with the emotional drains of long term care.

Long Term Care insurance can provide the money needed to hire a professional caregiver, thereby relieving family members of this obligation.

Long Term Care insurance can help relieve the burden of family members taking care of you.

Work Impacts Due to Family Caregiving



AARP Public Policy Institute, May 2016
<http://www.aarp.org/content/dam/aarp/ppi/2016-03/The-Dual-Pressures-off-Family-Caregiving-and-Employment.pdf>

Coverage Options in Long Term Care

A Long Term Care insurance plan may give you and your loved ones peace of mind that you have secured your future and the assets you worked so hard to accumulate.

Types of Long Term Care

You have multiple options for long term care, from home and community care services to facilities that help care for you 24-hours a day/7 days a week.

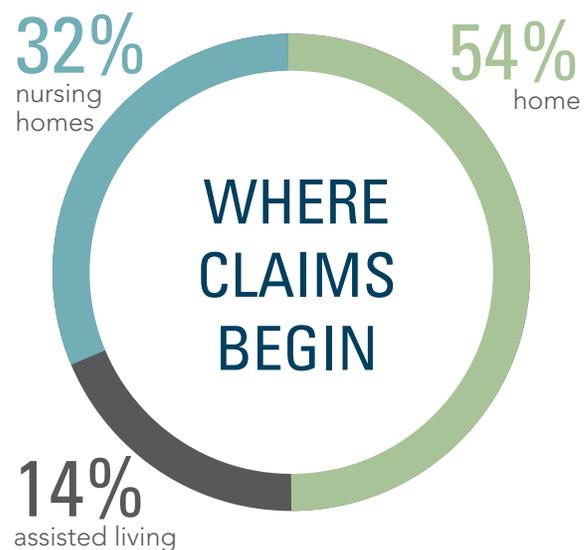
1 HOME & COMMUNITY CARE SERVICES

Home care services allow you to live in your own home or to return to your home by helping you complete activities of daily living that you can't manage alone.

Adult day care is an option that provides a program of therapeutic and social services in a community group setting through an adult day care center.

2 FACILITY CARE SERVICES

Facility care services include assisted living facilities which offer on-site support for carrying out the activities of daily living, and nursing facilities which offer more intensive care related to patient supervision, therapies, rehabilitation, and medication.



American Association for Long-Term Care Insurance, Most Long Term Care Insurance Claims Begin and End At Home, 2016
<http://www.aaltci.org/news/long-term-care-insurance-association-news/most-long-term-care-insurance-claims-begin-and-end-at-home>

How EssentialLTC is Different

When we created EssentialLTC we wanted the product to have benefit options that truly meet your needs. Optional features like Lifetime Benefits and Return of Premium riders protect you with a well-rounded policy. EssentialLTC is customizable to your needs and provides a broad range of service options in the setting of your choice.

A Few of Our Product Features THAT MAKE THE DIFFERENCE

Lifetime Benefits Option The EssentialLTC policy has a Lifetime Benefits Option which, if selected, provides you with benefits that will continue for the remainder of your life while on claim.

Premium Payment Options 10 Year Premium Payment and Lifetime Premium Payment (monthly, quarterly, semi-annually or annually) durations are available.

Return of Premium (Reduce the risk of "Use It Or Lose It")
The Return of Premium options allow you to protect some or all of the premium paid into your policy depending on which of the four optional Return of Premium riders you choose. A Full Return of Premium rider will entitle your beneficiary to the entire premium amount paid into the policy upon your death (second to die under individual plus additional insured coverage). A Limited Return of Premium rider will entitle your beneficiary to receive all premiums paid into your policy, minus any claims paid, upon your death (second to die under individual plus additional insured coverage). In addition, Return of Premium riders that include a policy surrender feature are offered, giving you the option to forfeit your policy for a partial return of premium while you are alive.

Shared Benefit Amount Rider Available for individual plus additional insured policies with benefit periods less than Lifetime. Provides a third benefit pool available to either or both insureds who have exhausted their benefit pool under the base policy.

Inflation Protection Options 3% and 5% Compound Inflation Protection options are available to keep your policy in line with increases in long term care costs. Step-rated premium versions of these riders are also available.

Discounts/Special Pricing Lower the cost of your policy and protect another person in your household by receiving an individual plus additional insured coverage premium rate; Special pricing is also available for approved employer/association groups.

Product Details

With EssentialLTC you have two product structures to choose from:

Facility Care Services (FCS)

100% of Facility Care expenses incurred up to the Daily Benefit Amount selected.

Comprehensive Services (CS)

If a comprehensive policy is selected, 100% of Facility Care Services and/or Home and Community Care Services expenses incurred up to the Daily Benefit Amount selected.

		FCS	CS
Federally Tax-Qualified	Yes	✓	✓
Issue Ages	40-79	✓	✓
Number of Insureds	Individual or Individual Plus Additional Insured	✓	✓
Daily Benefit Amount Options	\$50-\$300 in \$10 increments	✓	✓
Premium Payment Options	Lifetime Pay (Monthly, Quarterly, Semi-Annually, Annually) 10 Year Premium Payment (Monthly, Quarterly, Semi-Annually, Annually)	✓	✓
Elimination Period Options (Service Days)	0 days 30 days 90 days 180 days	✓	✓
Benefit Period Options	2 years 3 years 4 years (1 year Benefit Period Extension Rider) 5 years (2 year Benefit Period Extension Rider) 6 years (3 year Benefit Period Extension Rider)	✓	✓
Benefit Period Extension Rider	Extends the 3 year base benefit period to either 4 years, 5 years, 6 years, or to a Lifetime Benefit Period.	✓	✓
Lifetime Benefits Available	Yes	✓	✓
Emergency Response System	Reimbursement of actual charges incurred up to \$50 per month (must be receiving benefits for Home and Community Care Services. Benefits paid will be subtracted from the Total Benefit Amount).		✓
Caregiver Training	Training provided for an informal caregiver such as a member of your family, a friend or neighbor (equal to 5 times the Daily Benefit Amount).		✓
Care Coordinator	Services available upon request	✓	✓

		FCS	CS
International Benefits	Payment for actual daily charges incurred, up to the Daily Benefit Amount, up to 30 days per calendar year.	✓	✓
Respite Care Benefit	Paid for a maximum of 30 days per calendar year (not subject to the elimination period. Benefits paid will be subtracted from the Total Benefit Amount).	✓	✓
Bed Reservation Benefit	Paid for a maximum of 30 days per calendar year and 100% of actual expenses incurred (up to the Daily Benefit Amount) when insured incurs charges for reserving a bed in a Nursing Facility or Assisted Living Facility Only (benefits paid will be subtracted from the Total Benefit Amount).	✓	
Full Return of Premium Rider	Upon the death of the insured (second to die for individual plus additional insured policies) while the policy is in force, the total of premiums paid for the policy and any attached riders will be paid to the beneficiary. Also available with a policy surrender feature.	✓	✓
Limited Return of Premium Rider	Upon the death of the insured (second to die for individual plus additional insured policies) while the policy is in force, the total of premiums paid for the policy and any attached riders, minus claims paid, will be paid to the beneficiary. Also available with a policy surrender feature.	✓	✓
First Day Home and Community Care Services Benefit Rider	This rider waives any Elimination Period required for Home and Community Care Services.		✓
Shared Benefit Amount Rider	Available for individual plus additional insured policies with benefit periods less than Lifetime. Provides a third benefit pool available to either or both insureds who have exhausted their benefit pool under the base policy.	✓	✓
Shortened Benefit Period Nonforfeiture Rider	Provides a benefit when the policy remains in force for at least 3 years and lapses due to nonpayment of premium. Coverage will continue and benefits will be payable until the total benefits payable is equal to the greater of: (a) the total of premiums paid for the policy and all riders; or (b) 30 times the Daily Benefit Amount in effect on the date of lapse.	✓	✓
Waiver of Premium Rider	Premium payments are waived once payment of benefits begin for either Facility Care Services or Home and Community Care Services (Waiver of Premium for Facility Care Services is included in the base policy).		✓
Inflation Protection Options	3% compound 3% step-rated compound 5% compound 5% step-rated compound	✓	✓

Premiums will vary with the choice of benefits selected. Product features may vary by state. For an additional premium the riders listed may be purchased. To learn more about EssentialLTC's features and details, please speak with your insurance professional. Your application is subject to underwriting and a medical exam may be required to determine insurability.

To be eligible for benefits, the insured must be a chronically ill individual, with qualified long term care services provided pursuant to a plan of care prescribed by a licensed health care practitioner.



| National Guardian Life Insurance Company

The Company Behind EssentialLTC

Choosing an insurance company to secure your financial future is important. You need to trust the company to be there for you if/when the need arises. Additionally, the company you choose should have longevity and keep its promises.

Founded in 1910, **National Guardian Life Insurance Company (NGL)** is a mutual company specializing in individual and group insurance products. With over 100 years in business, NGL holds an A- (Excellent) rating from A.M. Best and has over \$4 billion in assets*.

Recognizing a need for a forward-thinking, innovative and stable Long Term Care insurance product, NGL created EssentialLTC - a consumer oriented competitively priced product with a proven conservative underwriting approach. With customizable plan features, EssentialLTC was designed to appeal to a wide range of customers.

The history, financial strength and stability make NGL an excellent choice for Long Term Care insurance.



Assets \$4 Billion



(Excellent) Rating*



Over 100 years in
the industry

All ratings current as of 12/09/16. NGL reported \$3.7 billion in consolidated liabilities in 2016. Financials current as of 12/31/16.

A Long Term Care insurance policy explains a policy's coverage, limitations and exclusions, along with what a policyholder must do to keep the policy active and what might cause the policy to be discontinued. For more information on policy costs and details of coverage, please contact your licensed insurance representative. An insurance producer may contact you. This is an insurance solicitation.

*This is a financial strength rating which is not an assessment or recommendation of specific policy provisions, premium rates or practices of the insurance company. A financial strength rating refers only to the overall financial status of the company and is subject to change.

Policy Notes

The Policy is Guaranteed Renewable* for Life

To renew, pay the premium due by the premium due date or within the grace period. We cannot cancel or refuse to renew this Policy. Premiums are subject to change. We may increase premiums. We can only change the premium for this Policy if we change premiums for everyone with the same Policy form issued in New Jersey, subject to the approval of the New Jersey Department of Banking and Insurance. We will give you (owner if there is one designated under this Policy) at least 60 days written notice, at your last address shown in our records, before we change your premium.

Grace Period

Except for the first premium, you will have 31 days after each due date to pay the premium due. This Policy remains in force during the grace period.

Limitations and Exclusions

No benefits will be paid and the Elimination Period will not be satisfied for any confinement, care, treatment, or service(s):

- provided to you by a person in your Immediate Family;
- provided outside the United States or its territories, or Canada, except as described under Coverage Outside the United States in the Policy Benefits section of this Policy;
- for which you have no financial liability or that is provided at no charge in the absence of insurance;
- provided at a government or veteran's facility where you are not required to pay;
- provided as a result of alcoholism or drug addiction;
- resulting from attempted suicide or intentionally self-inflicted injury;
- resulting from war or act of war (whether declared or undeclared) which occurs while the covered person is outside the home area of the 50 states of the United States, the District of Columbia or Canada. This exclusion applies regardless of whether the covered person is serving in the military, naval or air forces of any country, combination of countries or international organization; serving in any civilian non-combatant unit supporting or accompanying such forces; or not serving in such forces or in any civilian non-combatant unit supporting or accompanying such forces;
- resulting from participation in a felony, riot or insurrection.

Non-Duplication of Benefits

Benefits are not payable under this Policy for: (a) expenses incurred to the extent that such expenses are reimbursable under Medicare or would be so reimbursable but for the application of a deductible or coinsurance amount; or (b) any other state or federal workers' compensation plan or other governmental program (except Medicaid).

For purposes of satisfying the Elimination Period, days on which you satisfy the conditions on Eligibility for Payment of Benefits, but coverage is excluded due to Non-Duplication of Benefits, will count toward satisfaction of the Elimination Period.

*If there is no material misrepresentation on the application the policy will not be cancelled.





Notice to Buyer(s): The policy may not cover all of the costs associated with long term care incurred by the buyer(s) during the period of coverage. The buyer is advised to review carefully all policy limitations.

All guarantees and benefits of the policy are backed by **National Guardian Life Insurance Company** and not by the producer or broker/dealer selling the policy, or by any of their affiliates. This is an insurance solicitation. An insurance producer may contact you.

Product features and benefits may vary by state. Please refer to the policy for details regarding limitations and exclusions and non-duplication of benefits.

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www.ngl-essentialltc.com | **EssentialLTC**

National Guardian Life Insurance Company
Madison, WI

Long Term Care Policy Form: NLTC100P-NJ