

LTC planning outside the box

7 SecureCare multi-pay sales ideas

Many agents think finding a long-term care (LTC) solution is one of the last steps in the retirement planning process – and a step only some clients can afford to take. But the SecureCare product line can help you plan outside the box and bring LTC protection to more clients. SecureCare Universal Life, which is only available in California, and SecureCare III, an LTC and nonparticipating whole life insurance policy, which is available in all states except California and New York, both offer:

- Guaranteed premiums that will never increase and benefits that will never decrease
- Guaranteed cash indemnity LTC benefit
- Guaranteed death benefit
- Guaranteed reduced paid-up benefits¹
- Multiple premium payment options (single premium, 5, 7, 10 or 15 years)

These guarantees work well with multi-pay sales strategies. If a client can no longer afford to pay their premium, they can still get reduced paid-up coverage. Even better, the vesting schedule and inflation protection benefit (if elected) continue even if the client stops paying premiums.

7 SecureCare multi-pay sales ideas

1. Help younger clients (ages 40-50) lock in their insurability when they're potentially at their healthiest and while they still have a working income. They can choose the premium mode (annually, semi-annually, quarterly or monthly) that works for them and pay with no modal factor.
2. SecureCare's maximum issue age is 75 and the maximum payment age is 80 years old, which means some clients ages 72-80 could use required minimum distributions as a funding source.
3. A health savings account (HSA) can be used to fund a portion of SecureCare premiums and a multi-pay policy helps maximize this opportunity.

Ready to plan outside the box?

Call me for help closing your next LTC case:

1. Reduced paid-up benefits refers to the reduced paid-up nonforfeiture benefit that purchases paid-up insurance in the event of premium lapse.

4. Talk to middle-market clients – stretching payments out over the years may help them find an LTC solution that fits their budget.
5. Parents can minimally fund a multi-pay policy on behalf of adult children to help them get a jump start on LTC planning.
6. Married couples may not be able to afford two single-pay policies, but a multi-pay option may offer the flexibility needed to help put coverage within reach for each spouse.
7. If a client has an old permanent life insurance policy that no longer meets their needs, they can 1035 exchange it for two new policies: a SecureCare policy and a new life policy, giving them the robust death and LTC coverage they need.

Bonus point:

The commission for a multi-pay policy is the same as its single-pay equivalent.

Please keep in mind that the primary reason to purchase a life insurance product is the death benefit. Guarantees are based on the claims paying ability of the issuing company.

Product features and availability may vary by state.

Life insurance products contain charges, such as Cost of Insurance Charge, Cash Extra Charge, and Additional Agreements Charge (which we refer to as mortality charges), and Premium Charge, Monthly Policy Charge, Policy Issue Charge, Transaction Charge, , and Surrender Charge (which we refer to as expense charges). These charges may increase over time, and these policies may contain restrictions, such as surrender periods.

SecureCare refers to a line of hybrid life/long-term care insurance products issued by Minnesota Life Insurance Company, including SecureCare Universal Life and SecureCare III, a non-participating whole life policy with long-term care. SecureCare (including SecureCare Universal Life and/or SecureCare III) may not be available in all states. Product features, including limitations and exclusions, may vary by state. SecureCare products contain qualified long-term care agreement(s) that cover care such as nursing care, home and community-based care, and informal care as defined in those agreements. These agreements provide for the payment of a monthly benefit for qualified long-term care services. These agreements are intended to provide federally tax qualified long-term care insurance benefits under Section 7702B of the Internal Revenue Code, as amended. However, due to uncertainty in the tax law, benefits paid under these agreements may be taxable. Additionally, SecureCare products may contain other additional agreements, which may be subject to additional costs and restrictions, and may not be available in all states or exist under a different name in various states.

The death proceeds will be reduced by a long-term care or terminal illness benefit payment under these policies. Clients should consult a tax advisor regarding long-term care benefit payments, terminal illness benefit payments, or when taking a loan or withdrawal from a life insurance contract.

The optional Long-Term Care Inflation Protection Agreement is available with 3% simple interest, 3% compound interest, 5% simple interest or 5% compound interest.

Additional agreements may be available. Agreements may be subject to additional costs and restrictions. Agreements may not be available in all states or may exist under a different name in various states and may not be available in combination with other agreements.

These materials are for informational and educational purposes only and are not designed, or intended, to be applicable to any person's individual circumstances. It should not be considered investment advice, nor does it constitute a recommendation that anyone engage in (or refrain from) a particular course of action. Securian Financial Group, and its subsidiaries, have a financial interest in the sale of their products.

Insurance products are issued by Minnesota Life Insurance Company in all states except New York. In New York, products are issued by Securian Life Insurance Company, a New York authorized insurer. Minnesota Life is not an authorized New York insurer and does not do insurance business in New York. Both companies are headquartered in St. Paul, MN. Product availability and features may vary by state. Each insurer is solely responsible for the financial obligations under the policies or contracts it issues.

Securian Financial is the marketing name for Securian Financial Group, Inc., and its subsidiaries. Minnesota Life Insurance Company and Securian Life Insurance Company are subsidiaries of Securian Financial Group, Inc.

For financial professional use only. Not for use with the public. This material may not be reproduced in any form where it would be accessible to the general public.

Securian Financial Group, Inc.

[securian.com](https://www.securian.com)

400 Robert Street North, St. Paul, MN 55101-2098

©2024 Securian Financial Group, Inc. All rights reserved.

LTCMULTIPAYSALES DOFU 10-2024

3892599