



Not Contracted Yet? Call us today to boost YOUR sales! 800-842-7799
marketing@goldencareusa.com | www.goldencareagent.com

Why GoldenCare?

WELCOME!

Thank you for joining us!

*For audio, use your computer's speakers,
OR dial in using the number on your screen.*

- Perfect Portfolio of Products
- Superior, Personal Backend Support
- Product and Sales Training
- LTC CEO Selling Tools Software
- GoldenCare Rewards Program
- CSG Actuarial Comparison Tools
- StrateCision Comparison Tools
- Discounted E&O Coverage
- Exciting Promotions On Various Products
- CareOptions Health and Wellness Hub

Aetna's Recovery Care vs GTL's Recover Cash

aetna[®]

GTL

GUARANTEE
TRUST
LIFE

Short-Term Care

**Aetna's
Recovery Care**

VS

**GTL's
Recover Cash**

Product/State Availability

(confirmed as of 02/18/2020)

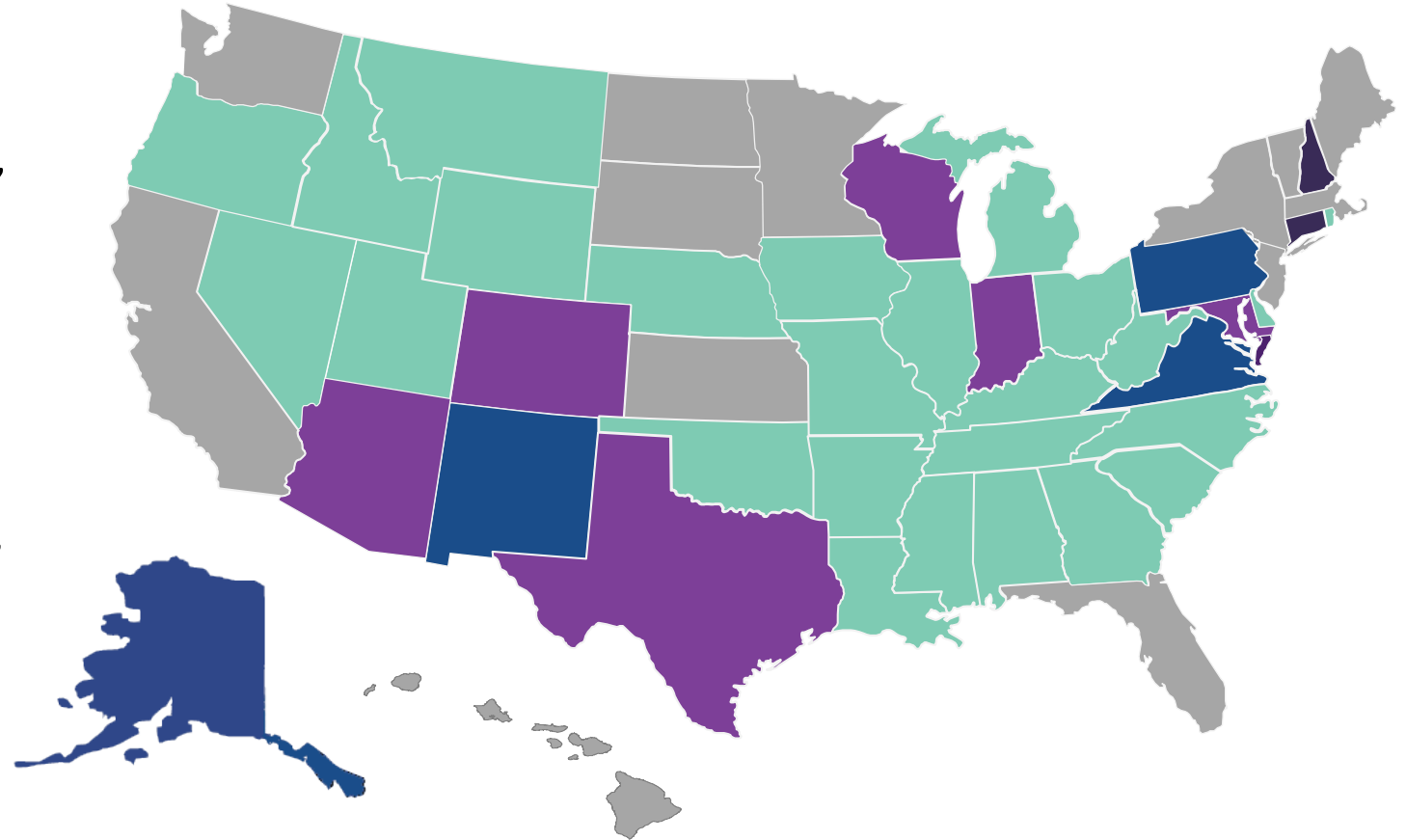
GTL Recover Cash Availability:

AL, AK, AR, CT, DC, DE, GA, IA, ID, IL, KY,
LA, MI, MO, MS, MT, NC, NE, NH, NM, NV,
OH, OK, OR, PA, RI, SC, TN, UT, VA, WV,
WY

Aetna Recovery Care Availability:

AL, AR, AZ, CO, DE, GA, IA, ID, IL, IN, KY,
LA, MD, MI, MO, MS, MT, NC, NE, NV, OH,
OK, OR, RI, SC, TN, TX, UT, WI, WV, WY

Both Products Available



Company Background Information

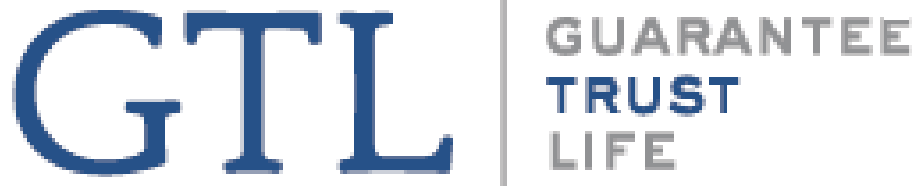
The Aetna logo is displayed in a bold, purple, lowercase sans-serif font. A registered trademark symbol (®) is located to the upper right of the 'a'. Below the logo is a solid purple horizontal bar.

aetna®



- One of the nation's leading diversified health care benefits companies
 - > serving an estimated 44 million people with information and resources to help them make better informed decisions about their health care
- The Aetna Family of Companies is rated “**A (Excellent)**” by A.M. Best
- Now combined with CVS Health, bringing together capabilities of two leading organizations to establish innovative, consumer-centric health care

Company Background Information



- Founded in 1936, GTL's current financial condition is the strongest ever enjoyed
 - > In 2019, GTL posted a \$22 million operating gain while growing surplus by 15%, assets by 6%, and reserves by 7 %
 - > Net premium of \$232 Million
- A.M. Best upgraded Guarantee Trust Life Insurance Company's Financial Strength Rating to "**A- (Excellent)**" with a stable ratings outlook. (July 2019)
- Industry-leading insurance products, partnerships with TGen, Mayo Clinic

Policy Basics

Aetna

GTL

Ages 50 - 89

Issue Ages

Ages 40 - 84

A (Excellent)

A.M. Best Rating

A- (Excellent)

\$10 - \$300 per day

Nursing Home/Assisted Living Benefits

\$50 - \$300 per day

90, 180, 270, 360

Benefit Period Options (Days)

30, 45, 60, 90, 180, 360

Lifetime Max = Benefit Period x 2

Lifetime Max = Benefit Period x 2

0, 20 or 100

Elimination Period Options (Days)

0 or 20

\$10 - \$300/day confined

Hospital Indemnity Benefit

N/A

*up to 20 days per period of care,
lifetime max of 365 days*

Yes, after 6 months*

Restoration of Benefits

Yes, after 6 months

Indemnity

Benefits Paid As

Indemnity

** Certain criteria must be met.*

Availability & Benefits may vary by state. See carrier literature for full details.

Policy Basics (Continued)

Aetna

GTL

2 of 6 ADLs or Cognitive Impairment

Benefit Triggers

2 of 6 ADLs or Cognitive Impairment

No

Annual Policy Fee

Yes

Yes

Bed Reservation

No

No

Spousal Discount

Yes

Annual: 1.0

Premium Modal Factors

Annual: 1.0

Semi-Annual: 0.52

Semi-Annual: 0.515

Quarterly: 0.265

Quarterly: 0.26

Monthly: 0.8333

Monthly: 0.84

6-months prior to effective date

Pre-Existing Condition

6-months prior to effective date

Availability & Benefits may vary by state. See carrier literature for full details.

Optional Riders

Aetna

Optional Home Health Care Rider*

Benefit Options: \$150, \$300, \$450, \$600, \$750, \$900, \$1,050, or \$1,200 per *week*

Choice of Covered Weeks: 13, 26, or 52 weeks
(Lifetime Maximum = covered weeks x 2)

**Benefit paid for each week insured requires 3 or more professional HHC service visits (1 hour or more per visit) in the home, after meeting Benefit Triggers.*

GTL

Optional Home Health Care Rider

Benefit Options: \$25, \$50, or \$75 per *visit*

Choice of Number of Visits: 90 or 180 visits

Elimination Period Options: 0 or 20 days

Optional Inflation Rider

5% Simple or 5% Compound

Application Processing

GTL paper applications require initial premium (check or money order), otherwise will be returned to agent. Electronic applications require applicant EFT bank information prior to submission.

Aetna will process without premium but coverage will not be effective until premium is applied.

Average STC application processing time for both **Aetna** and **GTL** is between 5 to 12 business days.

Highlighting the Differences

GTL's Recover Cash is one of the few Short-Term Care products on the market currently offering inflation protection.



This is a real advantage for consumers, especially since STC plans rarely offer maximum daily benefits over \$300/day.

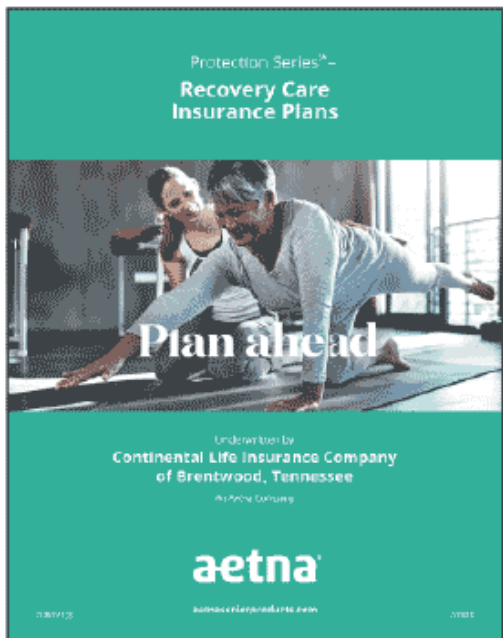
Recover Cash information options include:

- 5% Compound
- 5% Simple

Aetna's Recovery Care does not offer inflation.

Highlighting the Differences

Aetna's Recovery Care includes a Hospital Indemnity benefit¹, which pays a daily hospital benefit for confinement, including observation stays.



Benefit options range from \$10 to \$300/day, for each day of confinement, up to 20 days per period of care, with a lifetime max of 365 days.

GTL's Recover Cash does not include Hospital Indemnity benefits. For hospital coverage, an Advantage Plus HIP policy can be purchased.

¹ At least one unit (\$10 per day) of Hospital Indemnity must be purchased with the Daily Nursing Facility benefit.

Highlighting the Differences

Policy Fees

There is no policy fee on the **Aetna Recovery Care plan** has no policy/registration fee.

A \$25.00 policy fee² is included on the **GTL Recover Cash plan**.
Applies to each applicant.

² Actual policy fee amount may vary by state.

Highlighting the Differences

Spousal Discount

When a couple applies and are both issued a **GTL Recover Cash plan**, a 10% discount is applied to each policy.

There is no spousal discount available on the **Aetna Recovery Care plan**.

Highlighting the Differences

Bed Reservation

Over the course of recovery, a short-duration hospitalization can sometimes leave the insured with no bed to return to:

Aetna's Recovery Care includes a 10-Day Bed Reservation with the Nursing Facility/Assisted Living Benefit.

GTL's Recover Cash does not include a bed reservation benefit.

Highlighting the Differences

Licensing & Appointment Processes

GTL has been in our portfolio for years; many already appointed for other products. Adding **Recover Cash STC** is quick & easy, often requiring only a single-page addendum.

Typical appointment process takes 1-2 weeks.

Only one state (PA) requires pre-appointment.

GTL pays for the 1st state appointment once business is submitted.³

Renewal fees billed to agent or their upline (if applicable).

Direct deposit required; name on voided check must match name.

³ Except in Pennsylvania.

Highlighting the Differences

Licensing & Appointment Processes (continued)

Aetna's appointment process is lengthy, arduous process. Historically we've seen it take between 5 weeks to several months.

Aetna/Continental does not accept emailed contracts, only faxes.

10 states require pre-appointment

Direct deposit for commissions is not required.

Does not allow dual hierarchies.

Highlighting the Differences

Underwriting Requirements

GTL's Recover Cash application includes 11 Yes/No health questions. A build chart and Rx check is utilized for all applicants, and a phone health interview for applicants 75+ (or younger applicants at the underwriter's discretion).

Aetna's Recovery Care does not use a build chart. Application includes 7 Yes/No health questions, and underwriting involves an Rx check. Phone interview for-cause only.

Highlighting the Differences

Application Processing

Aetna's Recovery Care applications will be marked incomplete & returned if more than 3 missing requirements (including dates or illegible handwriting).

Note: the HIPAA authorization *is not* included in App Packs but will delay processing as a missing requirement if not provided.

GTL's Recover Cash applications can continue to be processed as missing requirement(s) are collected, but policy-issue will be delayed until all are satisfied.

How the Premiums Compare

Let's take a look to see how premiums compare. The following premium examples are based on a Single Female, Age 51, Non-Tobacco:

Aetna's Recovery Care

\$200/day, 360 benefit period, 20-day elimination period:

> **\$477 annually**

+HHC Rider, Max Benefits

> **\$904 annually**

GTL's Recover Cash

\$200/day, 360 benefit period, 20-day elimination period, plus \$25 policy fee:

> **\$433 annually**

+HHC Rider, Max Benefits

> **\$487 annually**

Why GoldenCare?

*Thank you for
joining us today!*

*For attending, we will send the CE Voucher, copy of
these presentation slides, and more!*

Watch your inbox for our email!

- Perfect Portfolio of Products
- Superior, Personal Backend Support
- Product and Sales Training
- LTC CEO Selling Tools Software
- GoldenCare Rewards Program
- CSG Actuarial Comparison Tools
- StrateCision Comparison Tools
- Discounted E&O Coverage
- Exciting Promotions On Various Products
- CareOptions Health and Wellness Hub

Aetna's Recovery Care vs GTL's Recover Cash