

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

***LTCi Comparison:
Transamerica vs Mutual of Omaha***



AN INTEGRITY COMPANY

Your Presenter Today:

Tom Randall

National Marketing Director
GoldenCare

Over 32 years of experience





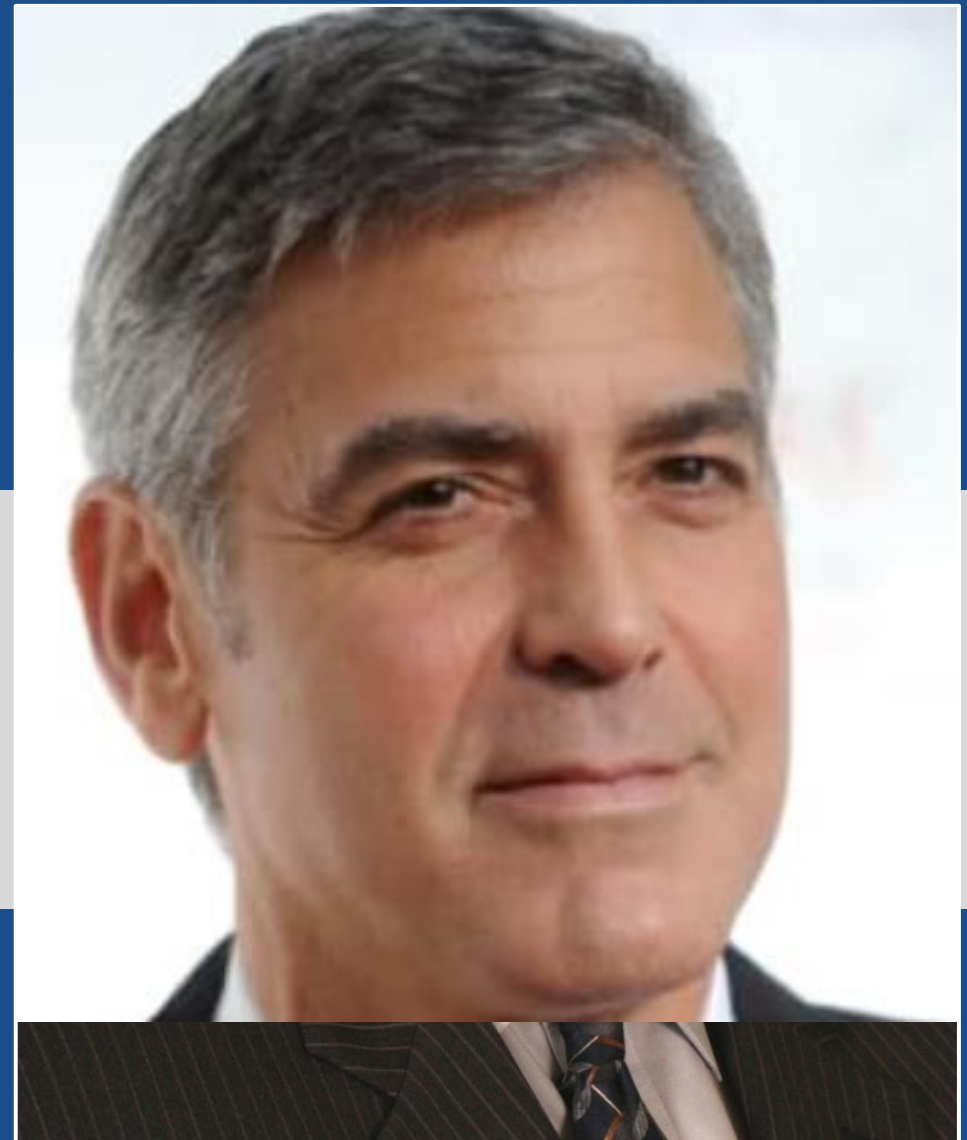
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As many of you may know, Transamerica recently announced their upcoming discontinuation of individual Long-Term Care insurance sales, effective 03/31/2021.

The shrinking of the LTCi industry continues.

TRANSAMERICA TO DISCONTINUE STANDALONE LONG TERM CARE



As announced December 10, 2020 on Capital Markets Day by Aegon CEO Lard Friese, Transamerica will discontinue sales of their individual, standalone Long Term Care (LTC) business on March 31, 2021.

In addition, acceptance of applications under approved multi-life cases (worksite and association) will end on June 30, 2021. LTC riders on life products are not affected. The only impacted products are TransCare® II and TransCare® III.

It's important that you know your clients with existing policies are not impacted. Their customer experience will stay the same, and they will not experience any change in their service.

[Click for announcement: Transamerica Discontinues Selling LTC](#)

COVID-19 concerns and the pandemic have brought laser-sharp focus on Nursing Homes, Assisted Living Facilities and other retirement homes across the nation.

DID YOU KNOW:

61% of people surveyed said they would rather die than go into a Nursing Home?

Of the more than 14,000 Canadian deaths attributed to the pandemic (as of early January [2021]), a heartbreaking 73% were in long-term care and retirement homes.

Consumers are terrified at the prospect of going into a care facility and are looking to you for solutions!

With Transamerica's impending exit, have you considered offering your clients Mutual of Omaha's MutualCare® Solutions coverage?

Mutual of Omaha Advantages



MutualCare® Solutions LTCi products include built-in, consumer-oriented features

- Built-in, first-day Cash Benefit (25% of HHC Benefit), built-in Calendar-Day elimination periods, automatic Monthly Benefits, and the most ROP options currently offered by any other carrier, unparalleled flexibility – over 69 inflation options to choose from

Mutual of Omaha is the #1 carrier in the Long-Term Care insurance market (brokerage)

- Mutual of Omaha wrote \$51.6 Million in 2020

Mutual of Omaha is committed to the business and stands behind their LTCi policies

According to internal claims data from 2019, Mutual of Omaha Paid Claims:

- Over \$1.1 Billion in benefits paid since 1987
- Over \$10 Million paid *every month*
- Over \$2 Billion under management to ensure future claim payments



Feature Comparison



TransCare® III

MutualCare® Custom Solution*

Ages 18-79

Issue Ages

Ages 30-79
(New York: 30-75)

Daily: \$50 - \$500
(\$10 increments)

Benefit Dollar Range

Monthly: \$1,500 - \$10,000
(\$50 increments)

1, 2, 3, 4, 5 or 6 years, OR
\$18,250 - \$1,095,000
(\$500 increments)

**Benefit Period or
Maximum Policy Limit**

\$50,000 - \$500,000
*(\$500 increments, equaling
between 2.08 – 8.33 years)*

0, 30, 60, 90, 180 or 365
(Service Day: 1=7)

Elimination Period Choices

0, 30, 60, 90, 180 or 365
(Calendar Day)

Yes, automatic

**Elimination Period Waived For
Reimbursed Home Health Care**

Available with rider



Feature Comparison



TransCare® III

MutualCare® Custom Solution*

Included at 100% of Nursing Home Benefit

Assisted Living Facility Coverage

Included, coverage options: 100%, 75%, 50%

Included at 100% of Nursing Home Benefit

Home Health Care Coverage

Included, coverage options: 100%, 75%, 50%

Daily; Monthly with rider

Home Care Benefits Paid

Monthly

Yes

Home Care Requires Agency?

No

Yes, waived when benefits begin

Waiver of Premium

Yes, waived when benefits begin

30 Days

Bed Reservation For Hospital

60 Days

30 Days

Respite Care

30 Days



Feature Comparison



TransCare® III

MutualCare® Custom Solution*

10x Daily Benefit
(~ 33% of Monthly Benefit)

Basic Cash Benefits

25% of Monthly Benefit

0 Days

Cash Benefit Elimination Period

0 Days

ROP to-age 67 automatic

Return of Premium Death Benefit (Less Claims)

Available as optional riders:
ROP to-age-65
ROP MMBx3
ROP to any age

3-Yr Rate Guarantee automatic

Rate Guarantee

None

Yes, automatic (2x MDB) for Injury prior to age 67

Accident Benefit

No



Feature Comparison



TransCare® III

MutualCare® Custom Solution*

Lifetime

Pay Period

Lifetime

30 Days

Respite Care

30 Days

(1.0) Annual

Annual (1.0)

(0.52) Semi-Annual

Semi-Annual (0.51)

(0.265) Quarterly

Modal Billing Factors

Quarterly (0.26)

(0.09) Monthly

Monthly (0.09)

(30%) Couples-Both Applying

Partners-Both Applying (15%)

(15%) Couples-One Applying

Partners-One Applying (5%)

(10%) Preferred Health

Discounts

Preferred Health (15%)

Producer Discount (5%)

Association/Common Employer (5%)



Feature Comparison



TransCare® III

MutualCare® Custom Solution*

Optional Riders

Monthly Benefit Rider
Elimination Period Credit Rider
Full Restoration of Benefits Rider
Shared Care Benefit Rider
Joint Waiver of Premium Rider
Nonforfeiture Benefit (*Shortened Benefit Period Rider*)
Return of Premium Upon Death Rider

200% Professional HHC Rider
0-Day Elimination Period For HHC
Shared Care Benefit
Joint Waiver of Premium Rider
Survivorship Benefit
Spouse Security Rider
Nonforfeiture Benefit (Shortened Benefit Period) Rider
Return of Premium Death Benefit Riders, Less Claims: (*To-Age-65; 3 x MMB, To-Any-Age*)



Feature Comparison



TransCare® III

MutualCare® Custom Solution*

Inflation Rider Options

Benefit Increase Option Riders:

Step-Rated Compound (3%; 5%)

Tailored BIO Rider

Compound BIO (5%)

Deferred BIO

Compound Inflation Options between

1% and 5%, in 0.25% increments

Inflation Term Options:

Lifetime

20-Year

15-Year

10-Year



Cost Comparison



Male, Single, Age 61 (Std/Select)

POLICY	TransCare® III*	MutualCare® Custom Solution*	MutualCare® Custom Solution*	MutualCare® Custom Solution*
Facility & HHC Benefit	\$170 (\$5,170/Month)	\$170 (\$5,000/Month)	\$230 (\$7,000/Month)	\$320 (\$9,500/Month)
Benefit Period / Pool	3 Years (\$186,150)	3.00 Years (\$180,000)	2.98 Years (\$250,000)	2.98 Years (\$250,000)
Inflation Protection	Tailored	3% Cmpd/15 Years (w/ Guar. Buyup)	1% Compound/Life (w/ Guar. Buyup)	1% Compound/Life (w/ Guar. Buyup)
Facility / HHC Elimination Periods	90 Days / 0 Days (Offsetting)	90 Days / 0 Days (Offsetting)	90 Days / 0 Days (Offsetting)	90 Days / 0 Days (Offsetting)
Return of Premium	To Age 67	To Age 65	To Age 65	To Age 65
1st-Day Alt. Cash Ben.	Yes – 33% (10x Daily)	Yes – 25%	Yes – 25%	Yes – 25%
Annual Premium	\$3,442	\$2,478	\$2,915	\$3,419
Benefits after 15 Years	\$8,055/Mos.; \$290,016	\$7,790/Mos.; \$280,434	\$8,127/Mos.; \$280,434	\$11,029/Mos.; \$290,242
Benefits after 20 Years	\$8,055/Mos.; \$290,016	\$7,790/Mos.; \$280,434	\$8,541/Mos.; \$305,048	\$11,592/Mos.; \$305,048
Benefits after 25 Years	\$8,055/Mos.; \$290,016	\$7,790/Mos.; \$280,434	\$8,977/Mos.; \$320,608	\$12,183/Mos.; \$320,608

* Agent Use Only – Not all benefits shown herein, and benefit design and availability may vary by state. Alabama was state used in these examples.



Cost Comparison



Female, Single, Age 61 (Std/Select)

POLICY	TransCare® III*	MutualCare® Custom Solution*	MutualCare® Custom Solution*	MutualCare® Custom Solution*
Facility & HHC Benefit	\$150 (\$4,563/Month)	\$150 (\$4,500/Month)	\$150 (\$4,500/Month)	\$230 (\$7,000/Month)
Benefit Period / Pool	3 Years (\$164,250)	3.06 Years (\$165,000)	3.06 Years (\$165,000)	2.98 Years (\$250,000)
Inflation Protection	Tailored	3% Cmpd/15 Years (w/ Guar. Buyup)	3% Cmpd/20 Years (w/ Guar. Buyup)	1% Compound/Life (w/ Guar. Buyup)
Facility / HHC Elimination Periods	90 Days / 0 Days (Offsetting)	90 Days / 0 Days (Offsetting)	90 Days / 0 Days (Offsetting)	90 Days / 0 Days (Offsetting)
Return of Premium	To Age 67	To Age 65	To Age 65	To Age 65
1st-Day Alt. Cash Ben.	Yes – 33% (10x Daily)	Yes – 25%	Yes – 25%	Yes – 25%
Annual Premium	\$4,627	\$3,628	\$4,103	\$4,666
Benefits after 15 Years	\$7,109/Mos.; \$255,896	\$7,011/Mos.; \$257,065	\$7,011/Mos.; \$257,065	\$8,127/Mos.; \$290,242
Benefits after 20 Years	\$7,109/Mos.; \$255,896	\$7,011/Mos.; \$257,065	\$8,128/Mos.; \$298,009	\$8,541/Mos.; \$305,048
Benefits after 25 Years	\$7,109/Mos.; \$255,896	\$7,011/Mos.; \$257,065	\$8,128/Mos.; \$298,009	\$8,977/Mos.; \$320,608

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Cost Comparison



Couple, Both Age 61 (Std/Select)

POLICY	TransCare® III*	MutualCare® Custom Solution*	MutualCare® Custom Solution*	MutualCare® Custom Solution*
Facility & HHC Benefit	\$150 (\$4,563/Month)	\$150 (\$4,500/Month)	\$150 (\$4,500/Month)	\$230 (\$7,000/Month)
Benefit Period / Pool	2 Years (\$109,500) w/ Shared Care	2.13 Years (\$115,000) w/ Shared Care	2.13 Years (\$115,000) w/ Shared Care	2.08 Years (\$175,000) w/ Shared Care
Inflation Protection	Tailored	3% Cmpd/15 Years (w/ Guar. Buyup)	3% Cmpd/20 Years (w/ Guar. Buyup)	1% Compound/Life (w/ Guar. Buyup)
Facility / HHC Elimination Periods	90 Days / 0 Days (Offsetting)	90 Days / 0 Days (Offsetting)	90 Days / 0 Days (Offsetting)	90 Days / 0 Days (Offsetting)
Return of Premium	To Age 67	To Age 65	To Age 65	To Age 65
1st-Day Alt. Cash Ben.	Yes – 33% (10x Daily)	Yes – 25%	Yes – 25%	Yes – 25%
Combined Ann. Prem.	\$6,096	\$4,660	\$5,269	\$6,027
Benefits after 15 Years	\$7,109/Mos.; \$170,597	\$7,011/Mos.; \$179,166	\$7,011/Mos.; \$179,166	\$8,127/Mos.; \$203,170
Benefits after 20 Years	\$7,109/Mos.; \$170,597	\$7,011/Mos.; \$179,166	\$8,128/Mos.; \$207,703	\$8,541/Mos.; \$213,533
Benefits after 25 Years	\$7,109/Mos.; \$170,597	\$7,011/Mos.; \$179,166	\$8,128/Mos.; \$207,703	\$8,977/Mos.; \$224,426

* Agent Use Only – Not all benefits shown herein, and benefit design and availability may vary by state. Alabama was state used in these examples.



Cost Comparison



Couple, Both Age 55 (Std/Select)

POLICY	TransCare® III*	MutualCare® Custom Solution*
Facility & HHC Benefit	\$150 (\$4,563/Month)	\$250 (\$7,500/Month)
Benefit Period / Pool	3 Years (\$164,250) w/ Shared Care	2.28 Years (\$205,000) w/ Shared Care
Inflation Protection	Tailored	1% Compound/Life (w/ Guar. Buyup)
Facility / HHC Elimination Periods	90 Days / 0 Days (Offsetting)	90 Days / 0 Days (Offsetting)
Return of Premium	To Age 67	To Age 65
1st-Day Alt. Cash Ben.	Yes – 33% (10x Daily)	Yes – 25%
Combined Ann. Prem.	\$5,628	\$5,631
Benefits after 10 Years	\$6,751/Mos.; \$243,018	\$8,285/Mos.; \$226,448
Benefits after 20 Years	\$9,073/Mos.; \$326,596	\$9,151/Mos.; \$250,139
Benefits after 30 Years	\$9,073/Mos.; \$326,596	\$10,109/Mos.; \$276,309

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A.M. Best Affirms Mutual of Omaha's Financial Rating



A.M. Best performed their annual rating committee review on Mutual of Omaha and affirmed our financial strength rating of **A+ (Superior)** with a stable ratings outlook.

Mutual of Omaha has experienced favorable capital growth, with a notable increase in 2020 as a result of closing on its sale of Mutual of Omaha Bank, reinsurance transactions and strong operating performance, which have all helped increase its risk-adjusted capital levels.

The organization is a large and well-established insurer. Mutual of Omaha's suite of products, distribution network and partnerships continue to expand and diversify, establishing the business profile as favorable.

Click for A.M. Best Announcement:

[A.M. Best Affirms Financial Strength Rating of Mutual of Omaha & Its Subsidiaries](#)

We Believe in Long-Term Care Insurance



In the week following the announcement at Aegon's Capital Markets Day, Mutual of Omaha reiterated their commitment to the Long-Term Care insurance industry.

We sold our first long-term care insurance policy in 1987, and since then, Mutual of Omaha has paid over \$1.1 billion in benefits to our policyholders. We are committed to providing solutions that will meet the long-term care needs of your clients and prospects, and to offering you the tools and resources that make it easy to do business with us.

A History of Strength, Security and Stability

We know you have choices when it comes to placing your trust in an insurance carrier, and in these complicated times, it's more important than ever to consider the financial strength and stability of the company you choose to do business with. Through two World Wars, the Great Depression and the many economic challenges since, Mutual of Omaha has kept its promise to be here to pay our customers' claims.

[We Believe in Long-Term Care Insurance](#)

In-Depth Product/Software Training



Want to learn more about the Mutual of Omaha Custom Solution product and continue offering LTCi solutions that fill your clients' needs? Join us next Wednesday for in-depth product and software training with Regional Director, Jon Randall.

Wednesday, March 17, 2021
2:00 PM to 2:30 PM Central Time

After today's presentation, watch for a "Thank You" email from us, which will contain a registration link.

Between February 22nd and March 31st

Earn 1000 Reward Points
for each qualifying LTCi applicant written with
Mutual of Omaha* during the incentive period.



GTL | GUARANTEE
TRUST
LIFE

Earn 400 Reward Points
for each qualifying applicant written with
Guarantee Trust Life (GTL)* during the incentive period.

Between February 22nd and March 31st

Earn 1000 Reward Points
for each qualifying applicant written with
Mutual of Omaha LTC!

PLUS! Win 500 Reward Points (\$25 Amazon!) Just for Getting Appointed With Mutual of Omaha LTC!*

**Submit CME Within 10 Business Days.*

GTL

Omaha

Earn 400 Reward Points

for each qualifying applicant written with
Guarantee Trust Life (GTL)* during the incentive period.

Check Out Our “Coronavirus 6-Pack!”



- *Statistics on the impact coronavirus has had on Nursing Homes and receiving care*
- *Wall Street Journal Article by Stephen A. Moses*
- *Coronavirus & Long-Term Care White Paper, Margie Barrie*
- *Underwriting ramifications*
- *Scripts to help you address client concerns and close more sales!*
- *Conversation starters*

<https://goldencareagent.com/6pack/>



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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
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