



Frequently Asked Questions

1. How does Trustmark's Life Insurance with Long Term Care work?

Answer: One policy with two benefits – life insurance coverage for your family and long-term care (LTC) benefits if you need them. Building a plan is simple:

- Choose a life insurance benefit up to \$300,000.
- You can access 4% of the death benefit per month if you need LTC (i.e. \$100,000 of life = \$4,000 per month for LTC) for up to 25 months.
- If the death benefit is accelerated for LTC, 100% of the death benefit will be restored and paid to your beneficiary at time of death.¹

¹ Universal LifeEvents death benefit reduces to 1/3 at age 70 or the beginning of the 15th policy year, whichever occurs last. Issue age is 18 to 64.

2. How do I become eligible to receive the benefits for long-term care?

Answer If your physician determines that you require eligible LTC services because you have been diagnosed with a cognitive impairment or require assistance to perform two or more activities of daily living (ambulating, bathing, eating, transferring, toileting, continence, and dressing) and you are expected to need care for at least 90 days, you can accelerate your death benefit to help pay for LTC after satisfying the elimination period (the first 90 days of care during which no benefits are payable).

3. If I use my death benefit for long-term care, but don't completely exhaust it – what happens?

Answer: If you use some or all of your death benefit for LTC, the policy restores your death benefit and upon death your beneficiary would still receive 100% of the death benefit.



4. What happens if I stop paying my premium?

Answer: Universal Life is a flexible premium product. The policy will stay in force as long as there is positive cash value. If you do not pay your target premium, the cost of insurance, fees and expenses will be paid out of your cash value. However, cash value does take time to accrue, so premiums will need to be paid for at least the first few years you own the policy before there is enough accrued cash value to skip a premium payment.

5. How much does it cost?

Answer: Your premium is based on how much death benefit you select, whether you're a smoker or non-smoker, and your age based on the policy effective date.

6. Is there a medical screening or underwriting involved in obtaining coverage?

Answer: Most employees will qualify for guaranteed issue – meaning no health questions during the special enrollment period. Those eligible for guaranteed issue include actively at work full-time benefit eligible employees, age 18-64. Coverage is also available for spouses with limited health questions up to age 64.

7. How long does this policy last?

Answer: The policy ends on the Certificate Anniversary on or after which the insured attains age 100. If the insured is living and this certificate is in force on that date, the cash value will be payable, and the certificate will terminate.

8. What happens if I never use the policy for long-term care?

Answer: Upon death your beneficiary would receive the full amount of in-force death benefit.



9. Can I get coverage for my Family?

Answer: Spouse coverage is available for amounts equal or less than what is purchased by the employee. Spouse coverage does require underwriting. The employee must apply for coverage in order for spouse coverage to be issued. Coverage is also available for children up to age 25.²

² In CA, child coverage is available through age 25. Electronic applications are permitted through age 22. Applications for

10. Are my premiums guaranteed?

Answer: Target premiums are set when the policy is issued and will not change unless you make changes to the value of your policy, such as purchasing additional coverage or in the rare instance where a change is necessary as a result of an audit finding or to comply with laws or regulations.

11. How do I pay my premium?

Answer: When you sign up or enroll for the policy it will ask for an ACH bank account as a form of payment. You will enter the required information and Trustmark will bill you on a monthly basis for the policy.

12. What if I leave my employer or retire?

Answer: This policy is completely portable – meaning you take the coverage with you with if you were to change jobs or retire from your current employer. You can continue coverage without any change in premium or benefit amounts. You can contact the Trustmark customer care team at 800-918-8877 for assistance.



13. How do I cancel coverage?

Answer: You can call the Trustmark customer care team at 800-918-8877 or log in through www.trustmarkbenefits.com/voluntary-benefits for assistance.

The LTC Benefit is an acceleration of the death benefit and is not Long-Term Care Insurance. It begins to pay after 90 days of confinement or services, and to qualify you must meet conditions of eligibility for benefits. Your policy will contain complete details. For exclusions and limitations that may apply visit www.trustmarkbenefits.com/voluntary-benefits/disclosures/ul. To view a copy of A Consumer's Guide to Long-term Care from the California Department of Aging, please go to:

http://www.aging.ca.gov/aboutcda/publications/Taking_Care_of_Tomorrow_English/.

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Help Solve the Long-Term Care Issue with Trustmark Universal Life/Universal LifeEvents® Insurance

The need for long-term care (LTC) services is one of the greatest risks people can face. Yet it can be a challenge to find protection against the rising costs of those services, in the event of an accident, illness or aging.

Not being prepared for the high costs of LTC may deplete retirement savings and may create financial hardships for surviving families.

For some, LTC insurance is an option, but may be expensive. In addition, most people don't think about buying it until they get older. By then, it may be more than they can afford. Would it help to have the added protection of combining life insurance, cash value and LTC all in one policy that you may use as a financial tool?



Introducing an attractive alternative for obtaining long-term care

Trustmark Universal Life/Universal LifeEvents insurance is an easy way to buy LTC coverage that you may find affordable. It provides a long-term care benefit¹ that's funded by life insurance.

Universal Life/Universal LifeEvents Insurance with LTC

Fund your future LTC needs through a life insurance policy¹ and help to:

- Maintain independence and freedom of choice over how and where care services are provided (once an insured has met conditions of eligibility and has a plan of care)
- Protect your retirement assets
- Ensure that LTC needs may not create a financial burden on your family

¹ The LTC Benefit is an acceleration of the death benefit, which proportionately reduces it, and is not Long-Term Care Insurance. It begins to pay after 90 days of confinement or services, and to qualify you must meet conditions of eligibility for benefits. Pre-existing condition limitation and exclusions may apply. Living Benefits may not be available in all states or may be named differently. Please consult your policy for complete details.

² Universal Life death benefit reduces to one-third at age 70 or the beginning of the 15th policy year, whichever occurs last. Issue age is 18-64. Living benefits for LTC remain at their original level.

³ Additional charges may apply, not available in all states.

It works like this:

Say the life insurance benefit amount is \$100,000. Universal Life/Universal LifeEvents accelerates 4 percent of that - or \$4,000 a month - to help pay for care². Plus, Universal Life/Universal LifeEvents features a benefit rider³ that makes the full life insurance benefit amount available at its original value, thus DOUBLING the policy value.

Monthly cash benefit

Some LTC policies limit benefits to a type of care or daily benefit. The Universal Life/Universal LifeEvents benefit for LTC pays benefits directly to you, and allows a choice of care facilities:

- Home Care
- Adult Day Care
- Assisted Living
- Nursing Home



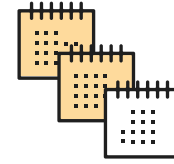
Quick takes¹



40% of people currently receiving LTC are adults 18-64 years old.



70% of people over 65 will eventually need LTC.



92% of all LTC claims last for about three years.



Get coverage while you can

Some people may not have long-term care coverage because they either can't afford it or can't qualify for it when they realize they need it. That's why being a working adult is ideal. You're younger, healthier, and may qualify for coverage. You may find that premiums are more affordable and buying coverage at work gives you access to more favorable underwriting.

Plus, Universal Life/Universal LifeEvents gives you a way to increase coverage yearly without additional underwriting², just like many traditional LTC policies.

²Universal Life death benefit reduces to one-third at age 70 or the beginning of the 15th policy year, whichever occurs last. Issue age is 18-64. Living benefits for LTC remain at their original level.



Sticker shock: The growing cost of care¹

- Care can cost \$200 to \$300 or more a day.
- About 75% of single people and 50% of all couples spend their entire savings within one year of entering a nursing home.
- LTC costs have risen 5% to 6% annually over the past 20 years.

¹National Clearinghouse for Long Term Care Information, U.S. Department of Health and Human Services. Date accessed, February 5, 2013

More than LTC

So what if you never use the policy benefit for long-term care? Universal Life/Universal LifeEvents solves that problem, too, in the form of a death benefit. Remember, Universal Life/Universal LifeEvents is life insurance. "Use it or lose it" doesn't exist - life insurance proceeds can be left to beneficiaries even if the LTC benefit is never used.

Features you'll appreciate:

- **Convenient payroll deduction.** No checks to write. No bills to mail.
- **Full portability.** You own the policy so you can keep the coverage when you leave a job or retire (as long as premiums are paid).
- **One-on-one guidance.** You'll get personalized benefit advice and assistance with the application process.

**You care.
We listen.**

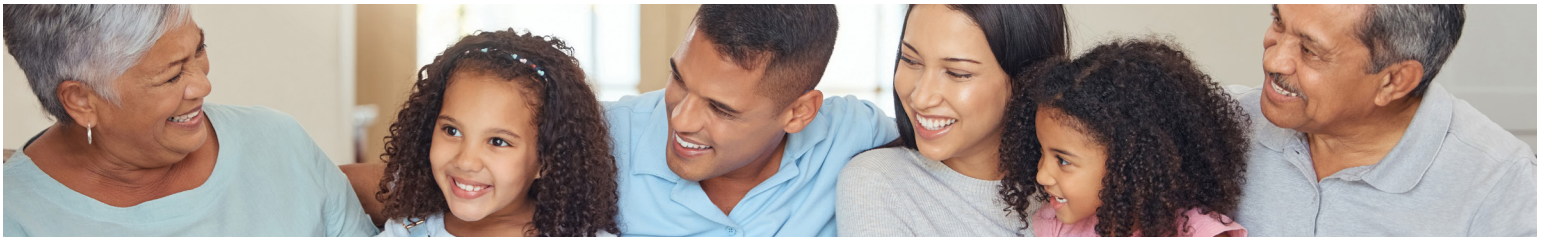
Policy Forms IUL.205/GUL.205, HH/LTC.205 [and BRR.205].

For costs and further details of the coverage, including exclusions, any reductions or limitations and terms under which the policy may be continued in force, see your agent or write to the company.

Products underwritten by Trustmark Insurance Company and Trustmark Life Insurance Company of New York. Rated A (Excellent) for financial strength by AM Best.

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Changing long-term care needs

A swirl of demographic, legislative and economic factors have put the topic of care in the spotlight. To help employees prepare, it's important to understand what's driving this growing challenge.

Adding up the numbers

The growing need for care

In the **2030's** the number of **people over age 65** is expected to exceed those under age 18 for the first time in US history.¹



70% of people over age 65 will need care services to assist with activities of daily living.²



A growing elderly population that is likely to need care means an **increased demand for care.**

The difficulty of accessing care

Care facilities saw a **decrease of 409,000 employees** during the pandemic.³



The cost of assisted living facilities have **increased by 79%** since 2004.⁴



Shrinking care resources and increased costs mean that **access to care is more difficult for employees.**

Care is also a challenge for younger people

60% of Trustmark long-term care claimants are under age 65.⁵



30% of Trustmark claims for long-term care are for conditions that are non-permanent.⁵



More people under age 65 require care, which adds to the demand for care and caregivers.

Younger people are part of the care conversation

Millennials are **more concerned about care expenses** than any other generation.⁶



Millennials **rank care and life insurance** among the top areas they'd like to discuss with an advisor.⁶



Concerns about care are pervasive - conversations about care may be relevant for a wide range of employees.

Solving the care challenge

The statistics may seem daunting, but there are solutions to address the challenge of care. **Trustmark can help** – we specialize in hybrid life and care solutions with two unique products that can help protect employees.

Trustmark Universal Life

- **Universal Life plan design** builds cash value allowing for flexibility as needs change
- **Offers long-term care benefits – 4% of the face amount** for up to 25 months of professional care
- **Death benefit and care benefits** remain level throughout the life of the product

Trustmark Universal LifeEvents®

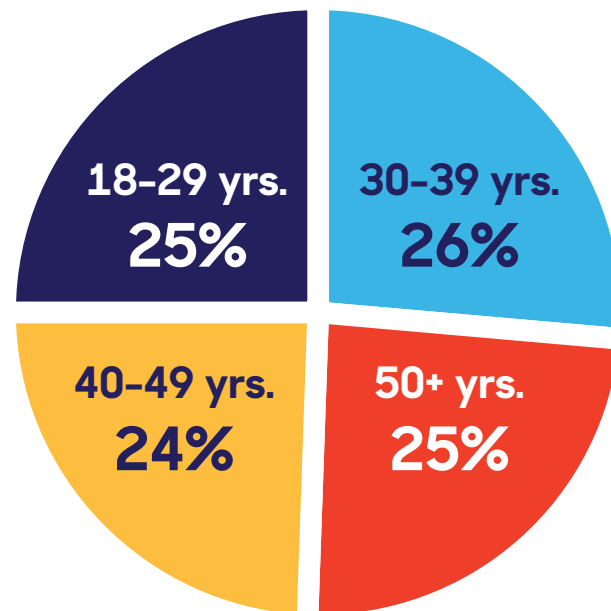
- **Universal LifeEvents plan design** builds cash value allowing for flexibility as needs change
- **Offers long-term care benefits – 4% of the face amount** for up to 25 months of professional care
- **Maximize value of care benefits** at purchase with a 67% death benefit reduction at age 70*

* Or the beginning of the 15th policy year, whichever is later.

** Or 10th policy anniversary, whichever is later.

Who's buying coverage from Trustmark?

Universal Life with long-term care benefits appeals to employees of all ages.⁵



The time to address the need for care is now. Reach out to a Trustmark representative to learn more about the care challenges and the solutions we can provide for employees. TrustmarkVB.com

¹The Caring Company. Harvard Business School. 2018. ² How much care will you need? Longtermcare.gov. 2020. ³BLS January Jobs Report. American Health Care Association & National Center for Assisted Living. 2022. ⁴ Genworth Cost of Care Survey. 2004-2020. ⁵ Trustmark Book of Business - Universal Life with HH/LTC Rider. The HH/LTC rider is an acceleration of the death benefit and is not comprehensive long term care insurance. ⁶ LIMRA Insurance Barometer Report, 2021.

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benefits beyond benefits



Trustmark Universal LifeEvents[®] Insurance with Long-Term Care Benefit

Two important coverages for when you need them the most.

Financial security even after a loss

Protecting your loved ones is one of life's greatest responsibilities. When a family loses someone, in addition to grief, survivors may suddenly be faced with costly expenses and debts, and even a loss of income.

Universal LifeEvents can help.

Universal LifeEvents provides a **higher death benefit during your working years**, when your needs and responsibilities are the greatest. (See reverse for more on how Universal LifeEvents works.) You can choose a plan and benefit amount that provides the **right protection for you.**

Universal LifeEvents insurance can mean those left behind are still able to pursue their own dreams, and help ensure that the **ending** of one story won't stop the **beginning** of another.



Universal LifeEvents sample rates

Sample ranges of weekly rates for employee-only, non-smoker coverage with long-term care benefit. Your exact rate may depend on additional features selected by you and/or by your employer.

Age at purchase	\$25,000 Universal LifeEvents policy
30	from \$3.49 - \$4.59
40	from \$5.05 - \$6.71
50	from \$7.84 - \$10.71

Sample rates are shown for illustrative purposes only. Rates may vary by age, smoking status, state, employer and features selected by you and/or by your employer. An application for insurance must be completed to obtain coverage.

Note: your rate is "locked in" at your age at purchase!

Once you have a policy, your rate will never increase due to age.

Solving the long-term care issue

At any point in your life, you may need long-term care services, which could cost hundreds of dollars per day. Universal LifeEvents includes a **long-term care (LTC) benefit** that can help pay for these services at any age. This benefit **remains at the same** level throughout your life, so the full amount is always available when you most need it.

Here's how it works:

4%

You can **collect 4% of your Universal LifeEvents death benefit per month** for up to 25 months to help pay for long-term care services.

Flexible features available:

2x

PLUS: if you collect a benefit for LTC, your **full death benefit** is still available for your beneficiaries, as much as **doubling** your benefit.

The LTC Benefit is an acceleration of the death benefit and is not Long-Term Care Insurance (except in LA and VA, where the LTC benefit is Long-Term Care Insurance). It begins to pay after 90 days of confinement or services, and to qualify you must meet conditions of eligibility for benefits. The LTC benefits provided by this policy may not cover all of the policyholder's LTC expenses. Pre-existing condition limitation may apply. Your policy will contain complete details. You should consult a financial advisor to determine if the long-term care benefits and the retirement benefits provided by this policy are right for you.



Universal LifeEvents is **flexible permanent** life insurance designed to last a lifetime.



The younger you are when you enroll, the **more benefit** you receive for the same premium.



No medical exams or blood work – just answer a few simple questions.



What would happen if you weren't around?



1 in 3 households would have immediate trouble paying for living expenses if they lost their primary earner.¹



40% of Americans live paycheck to paycheck. Could your family afford to stay in your home?²



56% of Americans have less than \$10,000 saved for retirement – **1 in 3** have \$0 saved. Wouldn't it be nice to have some protection?³

How Universal LifeEvents works

- A **higher death benefit** during working years.
- **Long-term care (LTC)** benefits that **stay the same** throughout your life.

Example: \$25,000 policy

Before age 70

Death benefit **\$25,000**

LTC benefits **\$25,000**

After age 70

Death benefit **\$8,333**

LTC benefits **\$25,000**

Universal LifeEvents death benefit reduces to one-third at age 70 or the beginning of the 15th policy year, whichever occurs last. Issue age is 18-64.

Additional advantages

- **Keep your coverage** at the same price and benefits if you change jobs or retire.
- **Apply for coverage for family members:** spouse, children and grandchildren.

More flexible features

- **Buy term life insurance for your children.** They can later simply convert this rider to a permanent Universal Life policy.

Benefit for terminal illness

- **Use part of your death benefit** to help manage costs if you're diagnosed with a terminal illness.

**You care.
We listen.**

¹2018 Insurance Barometer Study LIMRA/Life Happens. ²nielsen.com/us/en/insights/news/2015/savingspending-and-living-paycheck-to-paycheck-in-america.html.

³gobankingrates.com/retirement/1-3-americans-0-saved-retirement. ⁵An A.M. Best rating is an independent opinion of an insurer's financial strength and ability to meet its ongoing insurance policy and contract obligations. Trustmark is rated A- (4th out of 16 possible ratings ranging from A++ to Suspended).

This provides a brief description of your benefits under GUL.205/IUL.205 and applicable riders HH/LTC.205, BRR.205, BXR.205, ABR.205, ADB.205, CT.205 and WP.205. Benefits, definitions, exclusions, form numbers and limitations may vary by state. This policy contains a provision that guarantees against lapse for a period of 10 years (14 years in OR; 15 years for Universal LifeEvents) as long as premiums are paid as planned. If you make changes to your coverage during this period, or pay only the minimum premium, you may prevent cash value accumulation or reduce your death benefit amount. If there is negative cash value at the end of the no-lapse period, you must pay enough premium to establish positive cash value. You may also need to maintain your policy with a higher premium than the one you paid to satisfy the no-lapse guarantee or coverage may expire prior to age 100 even if the premium shown is paid as scheduled. A policy illustration will be delivered with your policy. Your policy will contain complete information. For costs and further details of the coverage, including exclusions, any reductions or limitations and terms under which the policy may be continued in force, see your agent or write to the company. For exclusions and limitations that may apply, visit www.trustmarksolutions.com/disclosures/UL/ (A112-2216-UL). In California, review "A Consumer's Guide to Long-term Care from the Department of Aging" at: http://www.aging.ca.gov/aboutcda/publications/Taking_Care_of_Tomorrow_English/. Underwriting conditions may vary, and determine eligibility for the offer of insurance. Trustmark® and LifeEvents® are registered trademarks of Trustmark Insurance Company.

Products underwritten by Trustmark Insurance Company
Rated A- (Excellent) for financial strength by A.M. Best.⁵

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benefits beyond benefits

Only available for issue-age 65+

Trustmark Universal Life Insurance with Long-Term Care Benefit

Two important coverages in one to help protect you for life.

Financial security even after a loss

Protecting your loved ones is one of life's greatest responsibilities. When a family loses someone, in addition to grief, survivors may suddenly be faced with costly expenses and debts, and even a loss of income.

Universal Life can help.

Whether you are married, a parent or single and starting out, Universal Life **helps take care** of the people important to you if tragedy happens. You can choose a plan and benefit amount that provides the **right protection for you**.

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Sample ranges of weekly rates for employee-only, non-smoker coverage with long-term care benefit. Your exact rate may depend on additional features selected by you and/or by your employer.

Age at purchase	\$25,000 Universal Life policy
65	\$25.22 - \$46.09
67	\$28.41 - \$47.44
70	\$34.58 - \$59.30

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*Policies with issue age 71+ do not include LTC benefits.



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The younger you are when you enroll, the **more benefit** you receive for the same premium.



No medical exams or blood work – just answer a few simple questions.

See reverse side for more information on Universal Life insurance from Trustmark Insurance Company.

What would happen if you weren't around?



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What can Universal Life benefits help pay for?



Funeral and burial costs



Rent or mortgage payments



Tuition and loans



Credit card bills



Medical expenses



Retirement savings

Benefit for terminal illness

- **Use part of your death benefit** to help manage costs if you're diagnosed with a terminal illness.

Additional advantages

- **Keep your coverage** at the same price and benefits if you change jobs or retire.
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¹2018 Insurance Barometer Study LIMRA/Life Happens. ²nielsen.com/us/en/insights/news/2015/savingspending-and-living-paycheck-to-paycheck-in-america.html. ³gobankingrates.com/retirement/1-3-americans-0-saved-retirement. ⁵An A.M. Best rating is an independent opinion of an insurer's financial strength and ability to meet its ongoing insurance policy and contract obligations. Trustmark is rated A- (4th out of 16 possible ratings ranging from A++ to Suspended).

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